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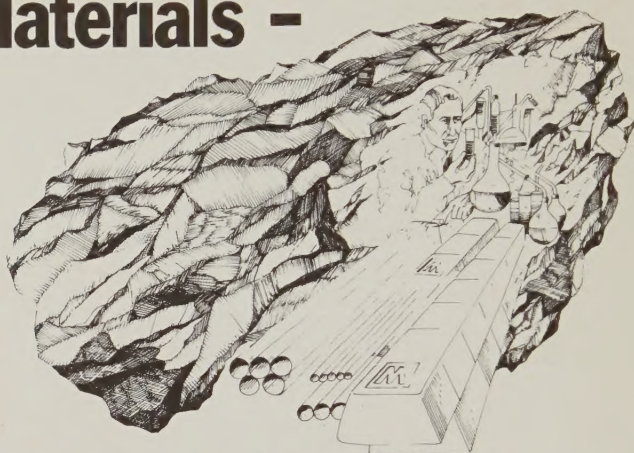
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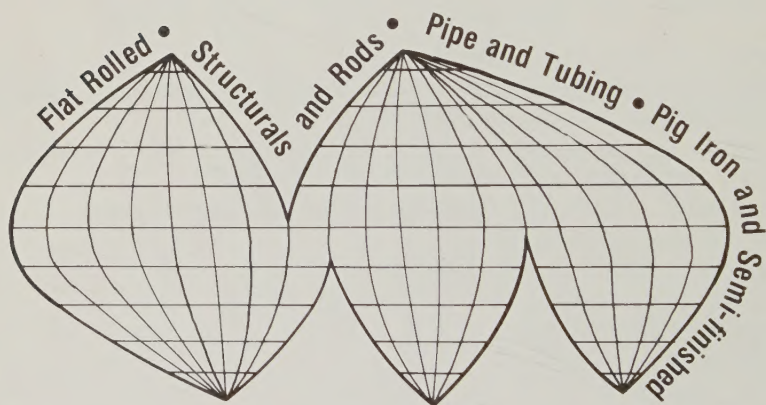
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# STEEL TRADERS OF THE WORLD

1980  
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Compiled by Ruby Packard

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# Foreword

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The four years of difficult trading conditions that have passed since the first edition of *Steel Traders of the World* was published have seen many changes in the international steel scene. We believe therefore that a fully revised edition will be welcome to steel producers and consumers as well as to the unquenchably vigorous world trading community.

The book closely follows the shape of its predecessor and is divided into two parts. The first, arranged alphabetically under countries, contains the names and addresses of over 2,000 firms, in 107 countries, engaged in various aspects of steel trading in an international context. We have aimed to include international merchants, exporters, companies importing (including stockholders) for distribution, steel producers' sales organisations, and agents. Liaison offices of steel producers are usually not included unless they also actually engage in trading.

Wherever possible, entries give details of capital, date of establishment, nature of business, ownership, subsidiaries and associated companies, branches, management and trading personnel, products handled, agencies held, and association membership. Basically the products covered are pig iron and steel from semis to wire (but excluding forgings and castings by themselves), but where a company also trades in non-steel products these are listed to show the range of a particular firm's activities. Steel, in fact, may in some cases not be the main product handled.

The second part of *Steel Traders of the World* lists agents and representatives of steel producers and their sales organisations. Because of the informal nature of some agency agreements, companies can be reluctant to publicise connections with specific producers, so that we do not claim that all a mill's agents and representatives are shown.

Late Notes at the end of the book contain details of changes and entries which arrived too late for inclusion in the main sections.

The bulk of the information in this volume was supplied by the trading companies themselves and we gratefully acknowledge their help.

Raymond Cordero  
Editorial Director

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# Abbreviations

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†	Indicates—see separate entry
<b>ASP</b>	Asea Stora Process
<b>C F</b>	Cold formed
<b>CR</b>	Cold rolled/reduced
<b>CRCA</b>	Cold rolled close annealed
<b>EG</b>	Electrogalvanized
<b>EMT</b>	Electroweld mechanical tubing
<b>ERW</b>	Electric resistance weld
<b>EZ</b>	Electrozinc coated
<b>GC</b>	Galvanized corrugated
<b>GP</b>	Galvanized plain/general purpose
<b>HEA/B/M</b>	European beam (A—light, B—standard, M—heavy)
<b>HR</b>	Hot rolled
<b>HSS</b>	High-speed steel
<b>IPE</b>	Profil Européen (joist)
<b>IPN</b>	Profil normal (joist)
<b>LPG</b>	Liquefied petroleum gas
<b>OCTG</b>	Oil country tubular goods
<b>PC</b>	Plastic coated
<b>RHS</b>	Rectangular hollow section
<b>RSJ</b>	Rolled steel joist
<b>SG</b>	Spheroidal graphite (ductile iron)
<b>SHS</b>	Square hollow section
<b>UPN</b>	Profil normal (channel)
<b>W/W</b>	Waste waste

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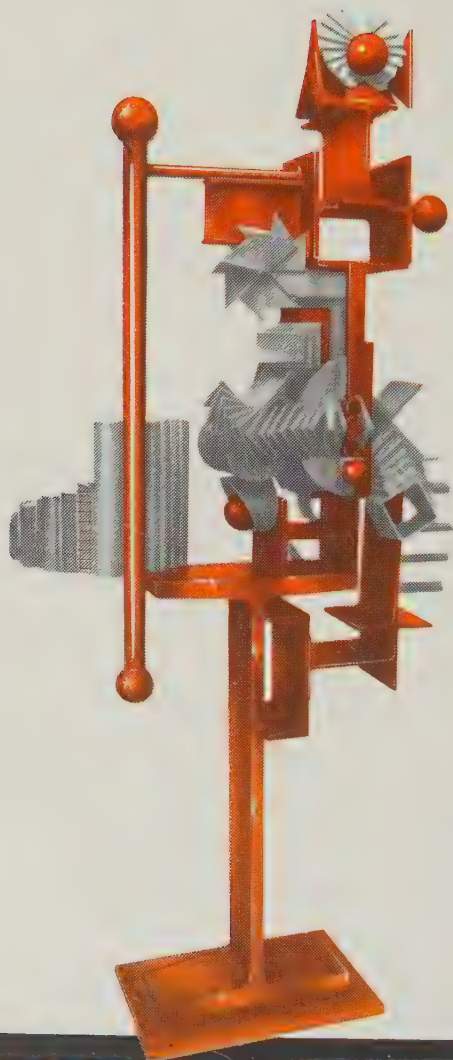
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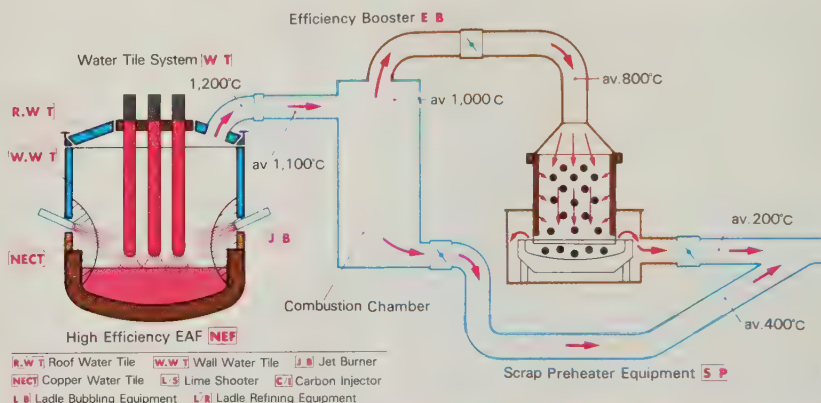
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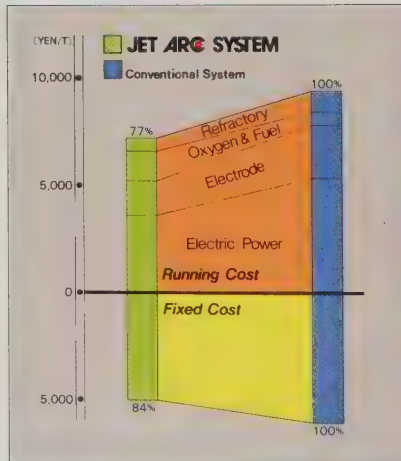
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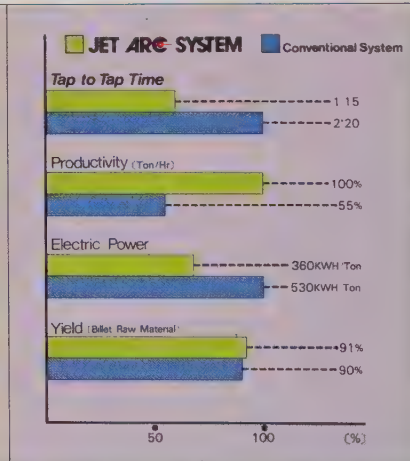
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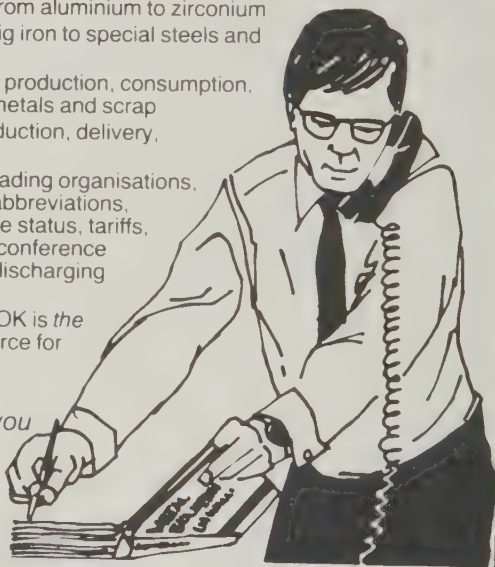
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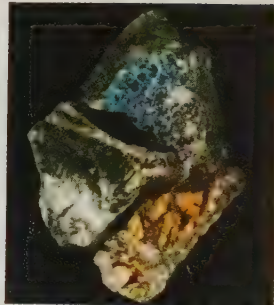
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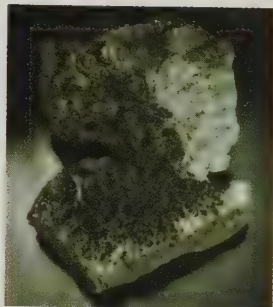
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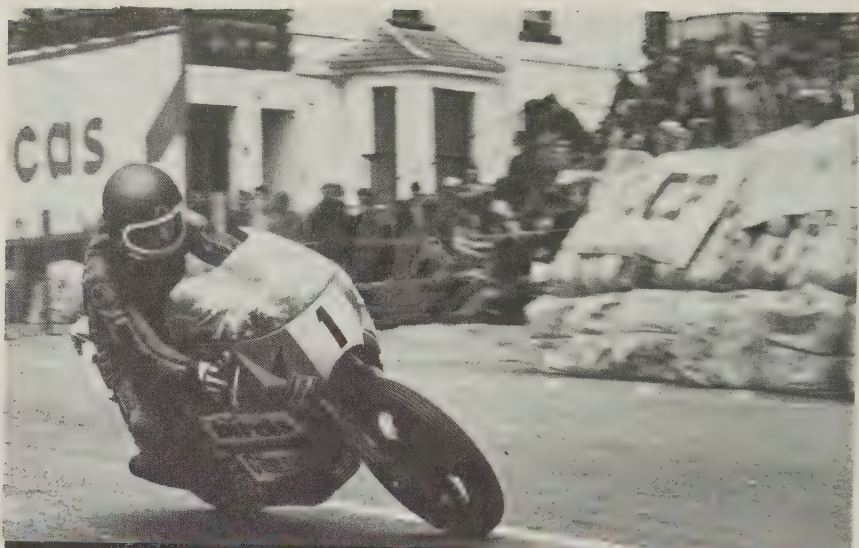


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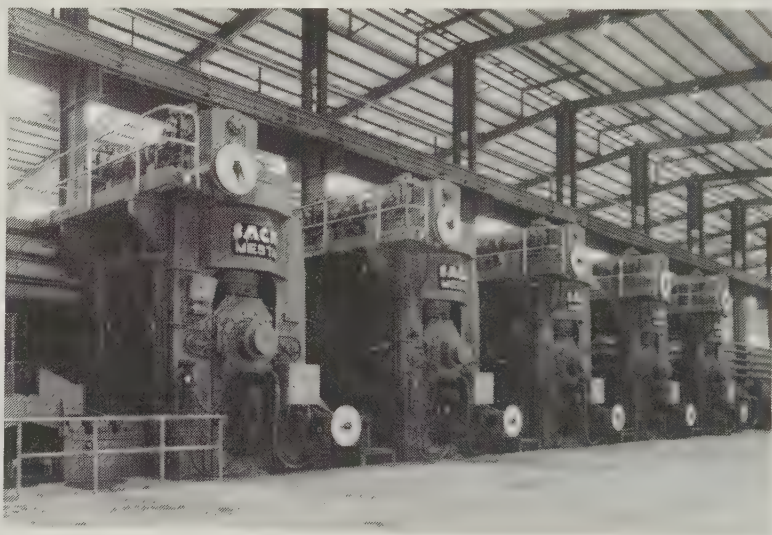
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# Abu Dhabi (UAE)

## Marubeni Corp

**Address:** 1st Floor, Commercial Bank of Dubai, PO Box 3465, Abu Dhabi. **Tel:** 332000. **Telex:** 2223. **Cables:** Marubeni Abudhabi.

## Nichimen Co Ltd

**Address:** 104 Saeed Al Hadeef Building, Sheikh Hamdan Street, PO Box 3231, Abu Dhabi. **Tel:** 44956. **Telex:** 2298 slaha.

## Sumitomo Corp

**Address:** Rahma Masaood Building, 3rd Floor, Flat B, Sheikh Khalifa Street, PO Box 704, Abu Dhabi. **Tel:** 41046, 41038, 24309. **Telex:** 22254 sumitom em. **Cables:** Sumitomo Abudhabi.

## Technical Parts Co

**Head office:** PO Box 337, Abu Dhabi. **Tel:** 821500. **Telex:** 22346 tecpts em. **Cables:** Technical.

**Management:** G. B. Whabi (general manager). **Trading personnel:** G. B. Whabi (general manager), E. B. Moideen (sales manager). **Established:** 1965. **Ownership:** Local company. **Subsidiary & associates:** Bhatia Bros., PO Box 275, Dubai; Technical Parts Co, PO Box 5071, Dubai. **Branches:** PO Box 1369, Al Ain, Abu Dhabi.

**Activities:** Importers, stockists, distributors, commission agents, etc.

**Products handled:** Pipes and fittings, oilfield supplies, engineering goods, fire fighting equipment, petrochemical products, tools, valves, safety products, etc.

**Companies represented on agency basis:** Armco Steel Corp, USA; Pipechem Fittings Ltd, UK; Hoke Intercontinental Ltd; American Steel Export Co, USA.

# Albania

## Mineralimpeks

**Head office:** Rue 4, Shkurti 6, Tirana. **Cables:** Mineralimpeks Tirana.

**Activities:** Importing ferrous and non-ferrous metals. Exporting various materials including chrome ore and concentrate, iron nickel ore, nickel silicæ, zirconium, rutile, pyrite ore and concentrate, ilmenite, marble in blocks and slabs, sea salt, liquid naphtha bitumen and in drums, naphtha acid and naphtha soap, coal, sulphur, benzine and gasoil, copper cathode, copper wires of different dimensions (bare copper wires, covered with PVC, enamelled and power cables of 1 Kv.).

# Algeria

**Sandvik Afrique**—see Sandvik Afrique SA, France

**Siderexport**—see Siderexport SpA, Italy

# Argentina

## Asometa—Cía Asociada de Metales y Minerales Srl

**Head office:** Lima 187, 1073 Buenos Aires (Casilla Correo 3500, 1000 Buenos Aires). **Tel:** 37 4411-16. **Telex:** 21120, 21734 asoba ar. **Cables:** Asometa Baires.

**Established:** 1941. **Ownership:** Asoma—The Lissauer Group.

**Activities:** General traders in steel, steel scrap, pig iron, ferrous and non-ferrous ores and concentrates, standard and high temperature alloys, major and minor metals, chemicals, etc.

**Products handled:** Pig iron, billets, blooms, sheets/plates, merchant bars, pipes, profiles, wire rods, scrap and sundry steel products.

**Members of:** Cámara de Importadores de la República Argentina, Cámara de Exportadores de la República Argentina, Centro de Industriales Siderúrgicos, Cámara Argentina de Comercio.

## Fernando R. Bertolini y Cia Srl

**Head Office:** Tacuari 147, 1071 Buenos Aires. **Tel:** 38 3001-3. **Telex:** 17715 efebe ar. **Cables:** Efebe Baires.

**Management:** Partners—Fernando R. Bertolini and Kurt E. Stiegwardt. **Established:** 1970.

**Activities:** Sales agency.

**Products handled:** Stainless steel. Also iron ore pellets from Malmexport. Area covered: Argentina.

## Borimont Representaciones (Argentina) Srl

**Head office:** Coronel Díaz 1842, 1425 Buenos Aires. **Tel:** 821 2427.

**Management:** Luis Alberto Arean (managing director), Heber Rico-Monteverde (director). **Established:** 1978.

## Castel SA

**Head office:** Belgrano 225, 1092 Buenos Aires. **Tel:** 34 3280, 30 8786, 51 6927, 34 3300, 52 8099. **Telex:** 18968 solan, 18688 link. **Cables:** Castel Baires.

**Management:** Israel Stortz (president), Max Amrein (director), Enrique Mayer (director). **Trading personnel:** Jorge Franco (electrical steel sheets and tinplate), Delia Urbano (electrical steel sheets). **Established:** 1962. **Capital:** Pesos 200 million.

**Ownership:** Israel Stortz, Max Amrein, Enrique Mayer and Jorge Franco. **Subsidiary & associates:** Link Srlt, Florida, Buenos Aires (associated).

**Activities:** Import and resale of electrical steel sheets and tinplate. Own warehouse at Iturri 1445, Buenos Aires.

**Members of:** Cámara de Importadores de la República Argentina.

## Aceros Fortuna SA

**Head office:** San Martín 575, Buenos Aires. **Tel:** 32 2449. **Telex:** 12 1447. **Cables:** Fortacer Baires.

**Management:** Ernesto O. Blank and Peter J. Heide. **Established:** 1962. **Capital:** Pesos 2,500 million.

**Activities:** Import of stainless steel sheets, coils and plates; wholesale of special steel bars (carbon SAE 1040/1070, alloy and stainless steel); stocks carried.

**Companies represented on agency basis:** Fried. Krupp GmbH, West Germany.

## ARGENTINA

**Hideco SA**

**Head office:** 25 de Mayo 596, piso 11, 1002 Buenos Aires (Casilla de Correo 2375, 1000 Buenos Aires). **Tel:** 32 2624, 32 3031-5. **Telex:** 21685 hidec ar. **Cables:** Hideco Buenos Aires.

**Management:** Segismundo Deutsch (president), Martin Deutsch (vice president), Jorge F. Deutsch (managing director). **Trading personnel:** Octavio A. Raballo, Carlos A. Perez Salvo, Miss Natalia Calistro. **Established:** 1944. **Capital:** Pesos 500 million. **Ownership:** Private. **Branches:** Honduras 2043, 1824 Lanus (warehouse).

**Activities:** Import, export and agency. Stocks of tinplate, stainless steel, electrical steel.

**Products handled:** Steel semis, pig iron, steel sheets, oriented and non-oriented electrical steel, stainless steel. Area covered: Argentina.

**Companies represented on agency basis:** Companies represented both on exclusive and non-exclusive basis.

**Henry Hirschen & Cia SA**

**Head office:** Av. Leandro N. Alem 1110, 9th Floor, 1001 Buenos Aires. **Tel:** 31 8748, 8790, 8867 9088, 8239, 8258, 8287, 8455, 8537, 8623. **Telex:** 21688 hhcia, 221358 ceasa. **Cables:** Hirhen Baires.

**Management:** Henry Hirschen (president); Miguel A. Hirschen, Jorge Sagel and Jorge A. Karis (directors). **Trading personnel:** Miguel A. Hirschen, Jorge Sagel, Carmen Viguera, Roberto Strauss, Walter Katzman. **Established:** 1948. **Capital:** US\$1 million.

**Activities:** Import/export agency; stocks of tinplate, stainless steel and electrical steel.

**Products handled:** Pig iron, tinplate, steel sheets, ship plates, electrical steel, stainless steel, engineering and special steels.

**Companies represented on agency basis:** Estel Export AG†, West Germany (tinplate, HR and CR sheets and plates, ship plates and profiles, special steels).

**C. Itoh & Co (Argentina) SA**

**Address:** 19th Floor, Suipacha 1111, Buenos Aires. **Tel:** 31 6418-9, 31 6451-4. **Telex:** 021186 citohar. **Cables:** Citoh Buenosaiores.

**Johnson Acero Saic**

**Address:** Calle Reconquista 458, 1358 Buenos Aires. **Tel:** 49 88 36-7. **Telex:** 121799 ar jolin ba. **Cables:** Johncero.

**Agência Marítima Johnson SA**

**Address:** Calle Reconquista 458, PO Box 1089, 1000 Buenos Aires. **Tel:** 46 4061, 46 5627. **Telex:** 121799 ar agnor ba. **Cables:** Jolin.

**hideco s.A.**

**25 de Mayo 596  
1002 Buenos Aires,  
Argentina  
Telex: 21685**

**Phones: 32-3031/35 32-2624****IMPORTERS – EXPORTERS – MILL AGENTS**

**Hot & Cold Rolled Coils  
Electrical Steel**

**Tinplate**

**Steel Semis  
Stainless Steel**



**ARGENTINA****Kanematsu-Gosho Ltd**

**Address:** Avenida Rivadavia 926, 8° piso, Buenos Aires. **Tel:** 37 2071-3. **Telex:** 012 1192. **Cables:** Kanegold.

**Leng, Roberts & Cia (Ventas) SA**

**Head office:** Avda. Corrientes 569, 7° piso, 1043 Buenos Aires. **Tel:** 30 5561, 30 5586. **Telex:** 21318 roven ar.

**Management:** D. R. Jordan (vice president), R. B. Hernandez (general manager). **Trading personnel:** G. N. Fleury (responsible for steel products in general), A. Socolovsky (tinplate). **Established:** 1934. **Capital:** Pesos 275 million. **Subsidiary & associates:** Banco Roberts (merchant bank); Leng, Roberts & Cia (Seguros) Ltda (insurance company). See also branches. **Branches:** Leng, Roberts & Co (London) Ltd, Princes House, 39 Jermyn Street, London SW1.

**Activities:** Import/export agency; stocks of tinplate seconds.

**Products handled:** Steel products in general, mainly tinplate and flat products. Also wide range of machinery and equipment, some raw materials. Area covered: Argentina.

**Companies represented on agency basis:** British Steel Corp (BSC), UK (strip mill products).

**Link Srl**

**Head office:** Las Heras 1717, 1602 Florida, Prov. Buenos Aires. **Tel:** 797 8788. **Telex:** 18688 link ar. **Cables:** Link.

**Management:** Enrique Mayer, Max Amrein and Israel Stortz (partners). **Trading personnel:** Enrique Mayer (special alloy steels), Max Amrein (tinplate and electrical steel). **Established:** 1975. **Capital:** Pesos 35 million. **Ownership:** See management. **Subsidiary & associates:** Castel SA†, Buenos Aires.

**Activities:** Import/export agency.

**Products handled:** Special alloy steel, electrical steel, tinplate.

**Companies represented on agency basis:** Friedrich Lohmann GmbH, West Germany (alloy steel mill); Kind & Co Edelstahlwerk, West Germany (alloy steel mill); and Comex Aussenhandelsges.mBh, West Germany (alloy steels) covering Latin America. Tower Steel Ltd†, UK (steel products); Cockerill-Ourgrée, Belgium (tinplate); and Lanus International Corp, USA (steel products) covering Argentina.

**Members of:** Cámara de Importadores de la República Argentina.

**Marubeni Argentina Srl**

**Head office:** Paraguay 577, 4 piso, Buenos Aires. **Tel:** 31 3476-9, 31 3470. **Telex:** 0122101, 0121278. **Cables:** Marubeni Buenosaires.

**Mitsubishi Argentina Sac y R**

**Address:** Marcelo Torcuato de Alvear 636, 7° piso, Buenos Aires. **Tel:** 31 6285. **Telex:** 2 1328. **Cables:** Mitsubishi Buenosaires.

**Management:** G. Fujie (director gerente).

**Mitsui Argentina Sacif**

**Address:** Florida 878, Buenos Aires (Casilla de Correo 297, Correo Central, Buenos Aires). **Tel:** 31 6381-2, 32 5361-6. **Telex:** 021190, 021341. **Cables:** Mitsui Buenosaires.

## Nichimen Co (Argentina) Srl

**Address:** Florida 890, piso 19, Buenos Aires. **Tel:** 31 0364, 31 7658. **Telex:** 012 1349. **Cables:** Nichimen Buenosaires.

## Nissho-Iwai (Argentina) Srl

**Address:** Suipacha 1111, piso 27°, Buenos Aires. **Tel:** 01 32 3547, 01 32 5208, 01 32 0081, 01 31 3466, 01 31 3406. **Telex:** 012 1056 ar nirok. **Cables:** Nisshoiwai Buenosaires.

## Okura & Co Ltd

**Address:** Avenida Presidente Roque Saenz Pena 868, 4th Floor, Dept. G, Buenos Aires. **Tel:** 45 3189. **Telex:** 17441. **Cables:** Okura Buenos Aires.

## Pell Hnos. SA

**Head office:** 7th Floor, Lavalle 534, 1047 Buenos Aires. **Tel:** 394 1657, 394 4078, 394 1649. **Telex:** 21304 pell ar. **Cables:** Pell Baires.

**Management:** Jorge I. Pell (president), J. Roberto Pell (vice president). **Trading personnel:** H. R. Ritchie (tubular products, structurals, coking coal), I. Wilson (pig iron, semis, flat rolled products), M. J. Browne (stainless steel, tinplate, electrical steels, tin ingots). **Established:** 1960. **Capital:** Pesos 10 million. **Ownership:** Private.

**Activities:** Import/export agency; no stocks carried.

**Products handled:** Pig iron, steel ingots, slabs, blooms, billets, wire rods, reinforcing bars, HR and CR flat products, structurals, merchant bars, tinplate, stainless steel, tubular products. Also coking coal and tin ingots.

**Members of:** Instituto Latinoamericano del Fierro y el Acero (Ilafa).

## Picardo y Antelo Srl

**Address:** Alsina 633, Buenos Aires. **Tel:** 30 60 20, 30 60 28, 30 60 29. **Telex:** 012 1958. **Cables:** Ambrac.

## Pittsburgh Sacif e I—see Thyssen Stahlunion GmbH, West Germany

## Sandvik Argentina Sac e I

**Head office:** Paraguay 577, 7° piso, 1057 Buenos Aires. **Tel:** 31 2115 and 2895, 32 4115 and 4121. **Telex:** 22622 sndvk ar. **Cables:** Sandarg.

**Management:** Higinio García Tamerón (manager, steel division). **Established:** 1931. **Ownership:** Sandvik AB, Sweden.

**Activities:** Direct shipment business from parent company; export business; a local stock is maintained in a warehouse in Buenos Aires.

**Products handled:** Carbon and stainless hollow bars from 32 to 250mm dia.; stainless tubes AISI 304/316/446 alloy and 800/alloy B6 all seamless, and welded 4 304L/316L; stainless spring wire AISI 302; stainless electrodes AWS 308L/310/316L/347; stainless plates AISI 316L and 310.

## Cia SKF Argentina SA

**Head office:** Casella Correo 197, Buenos Aires. **Tel:** 33 3061-8. **Telex:** 121475. **Cables:** Roulement.

**Management:** Raul Horacia Gaspar (managing director).

**ARGENTINA****Somerfin Satic y F**

**Head office:** Avda. Belgrano 687, 10° piso, 1092 Buenos Aires. **Tel:** 34 6845 and 1439, 30 9093 and 9000. **Telex:** 21032 somer ar.

**Management:** Adolfo J. C. Schwelm (president), Atilio E. Rapacholi (1st vice president), Celedonio V. Pereda (2nd vice president), Carlos J. Monclá (commercial director), Manuel X. Ordóñez (director), Alberto B. Siso (director), Carlos S. Malka (director). **Trading personnel:** Néstor A. Escribano (manager, works and services department), Armando Patriarca (head of mechanical works department), Héctor Arakaki (head of budgets and enquiries department), Isaac Carmona (head of civil works department), Jorge Yotti (machinery sales executive). **Established:** 1956. **Capital:** Pesos 2,160 million.

**Activities:** Agents. Supply, erection and commissioning of power plants, transformer stations, high voltage lines.

**Products handled:** Steel tubes. Also high and low voltage equipment; rolling mill rolls; cranes; cargo handling plants; supply, erection and commissioning of chemical plants.

**Companies represented on agency basis:** Including British Steel Corp (BSC), UK (steel tubes, tubular products and fittings); Kanto Special Steel Works Ltd, Japan (steel rolls).

**Sudametal SA**

**Head office:** Corrientes 222, 1356 Buenos Aires. **Tel:** 32 3071-8, 31 0856, 32 9325. **Telex:** 21027, 22436. **Cables:** Sudametal Baires.

**Management:** Managing director—P. J. Eisner; managers—V. Kalous (finance), P. Brummer (commercial), V. C. A. Hecht (mineral and chemical products). **Trading personnel:** W. Horwitz (non-ferrous metals), P. M. Rosenberg (special steels and refractory products), J. E. Walding (general steels and railway materials). **Established:** 1939. **Capital:** Pesos 480 million. **Subsidiary & associates:** Metalsud Ltda, São Paulo, Brazil.

**Activities:** Import/export/agency.

**Sumitomo Corp Argentina Srl**

**Address:** Av. Leandro N. Alem 1067, piso 18, Edificio Carlos Pellegrini, 1001 Buenos Aires. **Tel:** 31 8699, 31 8799. **Telex:** 21493 ssaba ar. **Cables:** Sumitomo Buaosaires.

**Tecnotamet SA**

**Address:** Diogenes Taborda 1533, 1437 Buenos Aires.

**Toyomenka Ltd**

**Address:** Bernardo de Irigoyen 190, 3 piso, Oficinas 21-4, Casilla de Correo Central 354, 1072 Buenos Aires. **Tel:** 37 1477, 38 1583, 38 1586. **Telex:** 121177 tomen ar. **Cables:** Toyomenka Buaosaires.

**Uddeholm SA**

**Head office:** Bonpland 964, 1414 Buenos Aires. **Tel:** 855 6089/80, 854 1638. **Telex:** 022429 udarg ar.

**Management:** Bengt W. Carlmarker (managing director), Lars G. Jonsson (financial manager), George Brinnand (product manager, stainless steels), Domingo Piñeiro (product manager, tooling steels). **Trading personnel:** Orlando Anselmi (external sales), Daniel Campbell (internal sales). **Established:** 1947. **Capital:** Pesos 700 million. **Ownership:** Uddeholms AB, Sweden. **Branches:** Rosario, Prov. de Santa Fe; Córdoba, Prov. de Córdoba.

**Uddeholm SA** (*continued*)**Activities:** Importers and stockists of special steels.**Products handled:** Stainless plates, sheets, bars, tubes, fittings, wire; high speed steels; tool steels.**Companies represented on agency basis:** Swedish Steel AB, Sweden (HR carbon steel plates).

# Australia

**Asoma Australia Pty Ltd****Head office:** 50 Bridge Street, Sydney, NSW. **Tel:** 232 30 66. **Telex:** 20509 asolaz.**Established:** 1980. **Ownership:** Asoma—The Lissauer Group.**Activities:** General traders in steel, steel scrap, pig iron, ferrous and non-ferrous ores and concentrates, standard and high temperature alloys, major and minor metals, chemicals, etc.**Products handled:** Steel semis, coils (HR and CR), plates, angles.**Associated Swedish Steels (Aust.) Pty Ltd****Head office:** 129 Palmer Street, Richmond, Vic. 3121. **Tel:** 428 2561. **Telex:** 32731. **Cables:** Assabsteel.**Management:** G. F. Russell (managing director), G. C. Andrews (financial director), K. Larkham (chairman), K. D. Rodgers (company secretary). **Trading personnel:** Managers—N. W. George (Melbourne), R. Collison (Sydney), J. Elston (Adelaide), M. Duncan (Newcastle), W. Bettridge (Perth). **Established:** 1961. **Capital:** A\$500,000.**Ownership:** Associated Swedish Steels AB†, Sweden. **Branches:** 104 Adderley Street, Auburn, Sydney, NSW 2144; Frederick Road, Royal Park, Adelaide, SA 5014; 55 Pendlebury Road, Cardiff, Newcastle, NSW 2285; Lot 4, Mackay Street, Kewdale, Perth, WA 6105.**Activities:** Steel merchants.**Products handled:** Tool steel, hollow bars, alloy bars, high speed steel, wood-band saw, strip steels, stainless steels.**Atlas Steels (Australia) Pty Ltd****Head office:** PO Box 149, Altona North 3025, Melbourne. **Tel:** 03 314 4444. **Telex:** 30592. **Cables:** Atlasteel Melbourne.**Management:** Managing director—B. Macho. Company secretary—V. R. Holmes. Managers—S. Evans (marketing services), R. Barker (technical services), B. Artis (production), J. Bonnici (sales). **Established:** 1962. **Ownership:** A division of Rio Algom Mines Ltd, Canada. **Subsidiary & associates:** Atlas Steels Ltd, Canada (produce specialty steels); Atlas Alloys, Canada (metals distributor); Atlas Alloys, UK†, USA and Mexico. **Branches:** 23 Christina Road, Villawood 2163 (Telex: 25591); Park Terrace, Bowden 5007, SA (Telex: 88356); Stirling Metals (Perth agent), Shenton Road, Claremont 6010 (Telex: 92617); 535 Zillmere Road, Zillmere 4034 (Telex: 42190).**Activities:** Manufacturer of specialty steels (bar and wire); distributors of stainless and alloy steels.**Products handled:** Stainless steel flat products, bars, wire, pipes, tubes, flanges, fittings; high speed steel (wire and bar).**Companies represented on agency basis:** Atlas Steels, Canada; Atlas Alloys, Canada.





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100/111, C.B.A. CENTRE, 100 MARLBOROUGH STREET, SYDNEY 2000 N.S.W.

## AUSTRALIA

**Australian Metals Pty Ltd**

**Head office:** Level 33, C.B.A. Centre, 60 Margaret Street, Sydney, NSW 2000. **Tel:** 20549. **Telex:** 21229. **Cables:** Methco, Xausmet.

**Management:** J. D. Kahlbetzer (managing director), R. C. H. Meth (director).

**Established:** 1961. **Ownership:** Private. **Subsidiary & associates:** Australian Metal Exports Pty Ltd (steel export), Australian Metal Imports Pty Ltd (steel import), Steelstocks Industries Pty Ltd (steel warehousing and merchandising).

**Activities:** Import/export; steel warehousing and merchandising.

**Products handled:** Ferrous and non-ferrous metals. Areas covered: Europe, Middle East, Japan, UK, North America.

**Companies represented on agency basis:** BHP—The Broken Hill Pty Co Ltd (semi-finished and finished steel), Tubemakers of Australia Ltd (tubular products), and Comsteel—Commonwealth Steel Co Ltd, Australia (stainless and special steels).

**Berjak & Partners**

**Head office:** 492 St. Kilda Road, Melbourne 3004. **Tel:** 25 1756. **Telex:** 30334.

**Cables:** Metjak.

**Management:** J. Rich (managing director), M. Mote (office manager). **Trading**

**personnel:** K. Pincott, B. Keir. **Established:** 1956. **Ownership:** Berjak Nominees Pty Ltd. **Subsidiary & associates:** Berjak Nominees Pty Ltd, Berjak Metals Pty Ltd.

**Activities:** Importers and exporters, stockists.

**Products handled:** Tinplate—waste/waste, misprints, plain/plain, strip, coil; rails and axles (seconds); tubes—primes, production over-runs, seconds.

**Members of:** Bureau International de la Récupération (BIR), Melbourne Chamber of Commerce, French Chamber of Commerce.

**B.G.J.-Stansfield**—see Blyth, Greene, Jourdain (Trading) Pty Ltd

**B.G.J. Steel**—see Blyth, Greene, Jourdain (Trading) Pty Ltd

**Blyth, Greene, Jourdain (Trading) Pty Ltd**

**Head office:** Fairbairn Road, Sunshine, Vic. 3020. **Tel:** 314 5511. **Telex:** 31446.

**Cables:** Blythaut.

**Management:** D. J. Pryor (managing director), R. I. d'E. Minchin (national marketing director), S. P. Toncinich (director in charge, Victoria), K. Russell (assistant manager, Victoria), B. J. Willcox (manager, Queensland), R. Cook (manager, New South Wales), G. Ellens (manager, South Australia), B. Boylson (manager, Western Australia). **Trading**

**personnel:** Senior personnel only—M. Butler (tubular products, Victoria), H. Morgenbesser (BHP products, Victoria), R. Mitchell (sheet products, Victoria), A. Toet (all products, New South Wales, Sydney), D. Elliot (all products, Newcastle), B. Burgoyne (all products, Queensland), A. Culbertson (all products, South Australia), G. Hill (all products, Western Australia). **Established:** 1964. **Capital:** A\$5 million. **Ownership:** Harper Gilfillan, Singapore; B.G.J. Pty Ltd, UK; Swire Group. **Subsidiary & associates:** B.G.J. Holdings (holding company), B.G.J. Steel (steel products), B.G.J.-Stansfield (steel products), Stansfield Steel (shipping). **Branches:** Lot 13, Colebard Street, East Archfield, Brisbane, Qld.; 414 Pacific Highway, Bennets Green, Newcastle, NSW; 10 Pike Street, Rydalmere, Sydney, NSW; 260 Cormack Road, Wingfield, Adelaide, SA; 118 Dowd Street, Welshpool, Perth, WA; Darwin.

**Activities:** Steel traders, import/export; steel service centres around Australia for stock, processing of steel.

**Products handled:** Most steel sections, specialising in gas and water pipes ( $\frac{1}{2}$ " to 8"), square and rectangular hollow sections ( $\frac{1}{2}$ " to 16"), sheet products (galvanized, E.G. CR and HR), structural sections, plates, merchant bars.

**AUSTRALIA****Blyth, Greene, Jourdain (Trading) Pty Ltd** *(continued)*

**Companies represented on agency basis:** Tubemakers of Australia Ltd, Australia (pipe and hollow sections); Australian Tube Mills Pty Ltd (ATM), Australia (pipe and hollow sections); Palmer Tube Mills (hollow sections); BHP—The Broken Hill Pty Co Ltd, Australia (structurals, merchant bars, HR and CR coils, plates); The Indian Tube Co Ltd, India (pipe); Thai Steel Pipe Industry Co Ltd, Thailand (pipe).

**Members of:** Institute of Steel Service Centres of Australia, Independent Steel Assn. of Australia.

**Bofors Australia Pty Ltd**

**Head office:** 99 Fairbank Road, Clayton, Vic. 3168. **Tel:** 544 9244. **Telex:** 33725.

**Management:** Bob Lazer (general manager). **Trading personnel:** Managers—Earle Embrey (national sales), John Reeves (Queensland), Phil Zissis (New South Wales), Peter Kennedy (Victoria and Tasmania), Ian Treasure (Western Australia). **Established:** 1970. **Capital:** A\$250,000. **Ownership:** AB Bofors, Sweden. **Branches:** Queensland, New South Wales, Victoria, Tasmania, South Australia, Western Australia, plus many regional distributors.

**Activities:** Manufacture of specialised attachments for earth moving and mining machines. Also distribution of Swedish wear parts and abrasion-resistant steel. Extensive stocks carried.

**Products handled:** Steel plates, sections and profiles; attachment manufacture (loaders, excavators, special steel fabrication); wear parts for earth moving and mining.

**Companies represented on agency basis:** AB Bofors, Sweden; Gränges Steel, Sweden; Uddeholms AB, Sweden.

**Members of:** Metal Trades Industry Assn. (MTIA).

**Brown & Dureau Ltd**

**Head office:** 158 City Road, South Melbourne, Vic. 3205. **Tel:** 613411. **Telex:** 30526 dureau. **Cables:** Agent Melbourne.

**Management:** N. R. Adler (managing director), R. A. Eustace (group financial controller). **Trading personnel:** International trading division—B. J. Lawrance (general manager), C. R. Hense (export manager), C. H. Munster (sales manager, export), P. L. Plumridge (sales manager, export), W. W. Bleakley (export department), J. J. McAuliffe (regional representative, Europe and Middle East). **Established:** 1883. **Capital:** Authorised: A\$10,500. Paid-up: A\$6,460. **Ownership:** Australian Paper Manufacturers Ltd. **Subsidiary & associates:** Lukey Mufflers (Aust.) Pty Ltd (automotive products manufacturer), Angus Hill Holdings Ltd (automotive distributing rebuilding), A. J. Dawson Ltd (automotive distributing rebuilding), Mica & Insulating Supplies Co Pty Ltd (industrial products, distribution), Spear & Jackson Australia Pty Ltd (industrial products, distributor and manufacturer), Eastern Tool Co (Aust.) Pty Ltd (importing and distributing), Kelly Bros. Pty Ltd (retailing electrical and furniture), Maxwells Electrical Retailers Pty Ltd (retailing electrical), Brown & Dureau (H.K.) Ltd (financing and buying). **Branches:** London, Hong Kong, Karachi, Jakarta, Auckland, Wellington, Christchurch, Sydney, Brisbane.

**Activities:** Export—indent and agency.

**Products handled:** Steel billets, blooms, ingots, slabs, wire rods, HR and CR coil/sheet, plates, tinplate, rails, pig iron, coated sheet, galvanized sheets, electrical sheets, stainless sheets, stainless balls and castings, galvanized and plain wire, fencing wire, bead wire, piano wire, steel cable, prestressed concrete wire.

**Companies represented on agency basis:** BHP—The Broken Hill Pty Co Ltd, Australia (billets, blooms, ingots, slabs, wire rods, HR coil/sheet, plates, tinplate, rails, pig iron); Australian Wire Industries Pty Ltd, Australia (galvanized and plain wire, fencing wire, bead wire, piano wire, steel cable, prestressed concrete wire); John Lysaght (Australia) Ltd (JLA), Australia (CR coil/sheet, coated sheets, galvanized sheets, non-oriented electrical coil/sheet, Zincalume coil/sheet); Comsteel—Commonwealth Steel Co Ltd, Australia (stainless steel coil/sheet, stainless steel balls, castings).

## AUSTRALIA

**Brown & Dureau Ltd** (*continued*)

Principal market areas covered: North and West Africa, Saudi Arabia, Arabian Gulf, Iraq, Pakistan, Bangladesh, Sri Lanka, Burma, Vietnam, Indonesia, Hawaii.

**Members of:** Australian Institute of Export.

**Coutinho, Caro & Co (Australasia) Pty Ltd**

**Head office:** 55 Clarence Street, Sydney, NSW. **Tel:** 29 4471. **Telex:** 25694. **Cables:** Metalcouco Sydney.

**Management:** Directors—H. J. Balk, C. Coleman, H. Edmonds, P. Treichel (managing).

**Trading personnel:** Miss U. Schmidt (deputy to managing director), J. Hale (division manager, import steel II), R. Allchurch (division manager, import steel I), B. Lennox (manager, paper division), C. Thompson (financial controller). **Established:** 1974.

**Ownership:** Wholly-owned subsidiary of Coutinho, Caro & Co, UK. **Branches:** Auckland, New Zealand.

**Activities:** Import of steel, chemicals and machinery; export of steel; import of paper.

**Products handled:** All rolled steel products. Also flanges and fittings, grinding media, aluminium foil and mining equipment.

**Eagle & Globe Steel Ltd**

**Head office:** 50 Orchardleigh Street, Guildford, NSW 2161. **Tel:** 02 681 3600. **Telex:** 24231.

**Management:** Directors—P. G. Moate (managing), W. R. Goodman (marketing), I. W. McKay (finance). **Trading personnel:** Managers—R. G. Gow (NSW branch), N. D. Beard (Melbourne), S. Anderson (WA), G. Loudon (Qld.), D. Nicholas (Adelaide); regional managers—T. Douglas (Townsville), D. Mawer (Tas.); general managers—Z. Severn (Frost Engineering Co Ltd), G. Crehan (Eagle & Globe Products), W. R. Falloon (Eagle & Globe Steel (NZ) Ltd; managing director—P. J. Fox (Eagle & Globe Steel (HK) Ltd). **Established:** 1903. **Ownership:** Aurora Holdings Ltd, UK. **Subsidiary & associates:** Eagle & Globe Products Pty Ltd (machine knife manufacturer), Gows Heat Treatment (commercial heat treater), Frost Engineering Co Ltd (manufacturers and distributors of high speed steel twist drills), Green Bros. & Miller Pty Ltd (manufacturers of special cutting tools), Eagle & Globe Steel (NZ) Ltd† (special steel and tools distributors), Eagle & Globe Steel (HK) Ltd† (special steel and tools distributors).

**Branches:** 77-91 Ricketts Road, Mount Waverley, Melbourne, Vic. 3149; 84 Belmont Avenue, Belmont, Perth, WA 6104; Cnr. Violet & Acacia Streets, Eagle Farm, Brisbane, Qld. 4007; 36 Hawker Street, Brompton, Adelaide, SA 5007; 323 Bayswater Road, Garbutt, Townsville, Qld. 4814; 9 Nairana Street, Invermay, Launceston, Tas. 7250; Shellharbour Road, Port Kembla, NSW 2505.

**Activities:** Distributors and stockists of special steels, tools and engineering products including locally and overseas produced products. Australian licensee's of Aerex fans and British Rema crushing, classification, grinding and drying equipment.

**Products handled:** Tool, alloy, stainless and bright mild steels; hollow bars; permanent magnets. Also Aerex fans, British Rema crushing, classification, grinding and drying equipment; cutting.

**Companies represented on agency basis:** Edgar Allen Balfour Steels Ltd, UK (high speed and tool steels); Firth Cleveland Steel Strip Ltd, UK (steel strip); Walter Sommers, UK (die blocks); Emil Engineering, UK (flat ground stock); J. Steak, UK (silver steel). Market areas covered: Australia, New Zealand and Hong Kong. SKF Steel, Sweden (hollow bars); Martin Bright Steels Ltd, Australia (bright steel bars). Market areas covered: Australia and New Zealand. Comsteel—Commonwealth Steel Co Ltd (alloy engineering, stainless bar products). Market area covered: Australia.

**Elders Overseas Trading (Australia) Pty Ltd**

**Address:** 459 Little Collins Street, Melbourne, Vic. 3000. **Tel:** 67 8321. **Telex:** 31166.

**Products handled:** Iron ore, iron pellets, ferro-alloys, non-ferrous metals and concentrates, coal, coke, etc.



## AUSTRALIA

**Colyer Fehr (Pty) Ltd**—see Frank Fehr & Co Ltd, UK**Heine Brothers (Australasia) Pty Ltd**

**Head office:** 11 Queens Road, Melbourne, Vic. 3004. **Tel:** 266 931. **Telex:** 30201.

**Cables:** Heinebros.

**Management:** Gert Silver (chairman), Leslie M. Heine (joint managing director), Michael M. Heine (joint managing director), George Milton (executive director).

**Trading personnel:** V. S. Barker (director), Harald Luth (associate director), Arnold Aram (director, Tokyo), Charles Ehrlich (director, London), Ron Beveridge (director, London), Urs E. Franz (manager, Zug), Alfred Fischer (manager, Düsseldorf), Bruce Piper (manager, Seoul). **Established:** 1865. **Ownership:** Private. **Subsidiary & associates:** Heine Brothers (England) Ltd†, London; Heine Brothers (Japan) Ltd†, Tokyo; Heine Brothers Ltd†, Zug; Heine Brothers GmbH†, Düsseldorf; Heine Brothers (Holdings) Ltd†, Seoul.

**Activities:** International steel traders, import and export on a worldwide basis.

**Products handled:** Semi-finished and finished steel products, including pig iron, ingots, slabs, blooms, billets, hot coil, plates, CR coil/sheets, galvanized coil/sheets, structural steels, wire rod, tinplate, rails, tubular products, stainless steel, electrical steel sheets. Also steelmaking raw materials.

**Companies represented on agency basis:** Including BHP—The Broken Hill Pty Co Ltd and John Lysaght (Australia) Ltd (JLA), Australia.

**Norman W. Hutchinson & Sons Pty Ltd**

**Head office:** 150-160 Albert Road, PO Box 89, South Melbourne, Vic. 3205. **Tel:** 699 2911. **Telex:** 30414. **Cables:** Livewire Melbourne.

**Management:** Directors—E. R. Wilmoth (chairman), J. Alan Hutchinson (managing), J. L. Bullen, K. D. Kitto (associate). J. Bell (company secretary). **Subsidiary & associates:** Hugh Scott-Young Pty Ltd; N.W.H. & S. Investments Pty Ltd. **Branches:** Services, NSW and Qld. clients—133-135 Alexander Street, PO Box 57, Crows Nest 2065 (Tel: 4395488. K. D. Kitto, manager).

**Activities:** Import/export.

**Products handled:** Steel including alloy and high tensile steels—blooms, billets, bars, wire rods, rails, sleepers, sleeper plates, nuts and bolts, nails, structural steel sections, piling, plates, floorplates, sheet and strip (plain and coated), pipes and tubes, tinplate, wire, foil, electrical sheets and strip, etc.; stainless steel in all specifications—sheets, strip, plate, pipes and tubes, wire, bars, etc.; netting—galvanized and stainless, hexagonal mesh. Also aluminium, copper, etc.

**Companies represented on agency basis:** Including British Steel Corp (general steels) and British Steel Corp (constructional engineering), UK (erection of fabricated steelwork and steel fabrications); Kiveton Park Steel & Wire Works Ltd, UK (Hedex cold heading wires and cold drawn steel bars); United States Steel International†, USA (carbon and alloy steel in all forms); Siderexport SpA†, Italy (Dalmine seamless tubes and pipes for powerhouses, A.P.I. linepipe); Stelco Inc, Canada (tinplate, steel tubing, sheets, etc.; wire, nuts and bolts, etc.).

**C. Itoh & Co (Australia) Ltd**

**Address:** Gold Fields House, 1 Alfred Street, Sydney, NSW 2000 (GPO Box 4271, Sydney, NSW 2001). **Tel:** 27 7611. **Telex:** 20205 citoh, 20207 citoh. **Cables:** Citoh Sydney.

**Offices:** Melbourne, Adelaide, Fremantle, Perth, Brisbane; Port Moresby, Papua New Guinea.

## AUSTRALIA

**Itoman (Australia) Pty Ltd**

**Addresses:** 14th Floor, 500 Collins Street, Melbourne, Vic. 3000 (Tel: 625746-8, 624800. Telex: 71 31124). The Royal Exchange Building, 17th Floor, 56 Pitt Street, Sydney, NSW 2000 (Tel: 272736, 273679. Telex: 71 20233).

**Iwatani & Co (Australia) Pty Ltd**

**Address:** Suite 901, F.C.A. Building, 50 Margaret Street, Sydney, NSW 2000. **Tel:** 296602-3. **Telex:** 22332 iwatani aa.

**Axel Johnson Corp (Australia) AB**

**Address:** St. James Building, 1st Floor, 121 William Street, Melbourne, Vic. 3000. **Tel:** 03 62 6804. **Telex:** 37771. **Cables:** Johnsons Melbourne.

**Management:** G. J. Gellie (general manager), E. C. White (sales manager). **Trading personnel:** E. C. White (sales management), Mrs. J. Ananthakrishnan (general sales and administration), Mrs. L. Lord (stainless steel).

**Activities:** Indent agent, no stocks carried.

**Products handled:** Stainless steel sheets, plates, coil and bar; electrodes and welding wire; stainless steel pipe and tubes; press plates for hardboard and plastic laminate industry.

**Companies represented on agency basis:** Gontermann Peipers GmbH, West Germany; J. Marichal-Ketin et Cie, Belgium; Avesta Jernverks AB, Sweden (products as above); Johnson Tube BV, Netherlands (pipes and tubes).

**Kanematsu-Gosho (Australia) Pty Ltd**

**Head office:** 27th Level, 388 George Street, PO Box 2679, Sydney, NSW. **Tel:** 233 8855. **Telex:** 20262. **Cables:** Kanegold Sydney.

**Management:** K. Chikamoto (chairman and managing director), S. Watanabe (director), N. Hiramatsu (director). **Trading personnel:** T. Tauchi (manager, metal department), S. Yamagishi (non-ferrous products), D. Smith (ferrous products).

**Established:** 1890. **Capital:** A\$4 million. **Ownership:** Kanematsu-Gosho Ltd, Japan. **Branches:** 196-200 King Street, Melbourne, Vic.; 4th Floor, 43 Creek Street, Brisbane, Qld.; 60 Hutt Street, Adelaide, SA; 165 St. Georges Terrace, Perth, WA.

**Activities:** Import/export of wide range of items. Importers—agencies for Australia and New Zealand, exporters—prepared to export worldwide.

**Products handled:** Spring steel; alloy steel; grinding media; tool steel; high speed steel; forgings; castings; mill rolls; stainless steel plates, sheets, coils and tubes; ERW tubes; cast steel and malleable iron valves; cast steel shot and grit; steel piling; springs. Also electric wires and cables, copper and brass mill products, aluminium rods, zinc ingot.

**Kawasho Corp**

**Address:** Room 208, 60 Martin Place, Sydney, NSW 2000. **Tel:** 2 232 8374, 2 232 1025. **Telex:** 21494 kawasho aa. **Cables:** Kawasho Sydney.

**Kinsho-Mataichi (Australia) Pty Ltd**

**Address:** c/o Cox Johnston & Co, 40-50 Clarence Street, Sydney, NSW 2000 (GPO Box 4011, Sydney, NSW 2001). **Tel:** 29 6033.

**Koor Intertrade (Asia) Ltd**

**Address:** 15 Boundary Street, Rushcutters Bay, Sydney, NSW.

## AUSTRALIA

**Martin Bright Steels Ltd**

**Head office:** Suite 601, National Mutual Centre, 44 Market Street, Sydney, NSW 2000 (PO Box Q282, Queen Victoria Building, Sydney, NSW 2000). **Tel:** 29 7864. **Telex:** 22424. **Cables:** Marson.

**Marubeni Australia Ltd**

**Head office:** 43rd Floor, AMP Centre, 50 Bridge Street, Sydney, NSW 2000 (PO Box R1000, Royal Exchange, Sydney, NSW 2000). **Tel:** 232 4088. **Telex:** 20194, 20666, 21495. **Cables:** Marubeni Sydney.

**Branches:** 28th Floor, Commonwealth Banking Building, 367 Collins Street, Melbourne, Vic. 3000 (Tel: 614 1277. Telex: 30466. Cables: Marubeni Melbourne); 5th Floor, Hamersley House, 191 St. George's Terrace, Perth, WA 6000 (PO Box 7200, Cloister Square, Perth, WA 6000) (Tel: 322 3191-3, 321 2517. Telex: 92176. Cables: Marubeni Perth); 3 Norfolk Street, Fremantle, PO Box 564, WA 6160 (Tel: 35 6228. Telex: 92432); Suite 1, 15th Floor, Ansett Centre, 27-35 Turbot Street, Brisbane, Qld. 4000 (Tel: 221 9311, 221 9541. Telex: 41328. Cables: Marubeni Brisbane).

**Mitsubishi Australia Ltd**

**Head office:** 64th Level, MLC Centre, Martin Place, Sydney, NSW. **Tel:** 232 4266. **Telex:** 201172, 22886. **Cables:** Mitsubishi Sydney.

**Management:** S. Hara (managing director), M. Eskin (associate director), T. Koizumi (manager, ferrous metal). **Trading personnel:** H. Kurata and J. Collison (assistant managers, steel products trade, Sydney). **Ownership:** Wholly-owned subsidiary of Mitsubishi Corp., Japan. **Branches:** PO Box 4573, Melbourne, Vic. (S. Konishi and F. Van Egmond); PO Box 1333, Brisbane (Tel: 221 5093. T. Ohta, H. Hirayama and J. Anan); PO Box D183, Perth (Tel: 325 3677. M. Nakajima and M. D. Terry); PO Box 3786, Port Moresby (Tel: 214309. M. Driffield).

**Activities:** Import/export and agency.

**Products handled:** Most steel products, but especially in plate and pipe.

**Companies represented on agency basis:** All Japanese steel mills.

**Mitsui & Co (Australia) Ltd**

**Head office:** 21st Floor, Royal Exchange Building, 56 Pitt Street, Sydney, NSW 2000 (PO Box R342, Royal Exchange, Sydney, NSW 2001). **Tel:** 2 0534.

**Branches:** 25th Floor, Lennons Plaza, 66 Queen Street, Brisbane, Qld. 4000 (Tel: 07 221 3211); B.H.P. House, 140 William Street, Melbourne, Vic. 3000 (Tel: 03 60 1481); City Centre, 44 St. George's Terrace, Perth, WA 6000 (Tel: 09 325 2722); 8th Floor, A.N.G. House, Hunter Street, Port Moresby, Papua New Guinea (Tel: 21 1900).

**Nichimen Co (Australia) Pty Ltd**

**Addresses:** Grazcos House, 9th Floor, 44-46 Young Street, Sydney, NSW (Tel: 27 6651. Telex: 20295. Cables: Nichimen Sydney). St. James Building, A.M.P. Plaza, 121 William Street, Melbourne, Vic. 3000 (Tel: 62 5373-4. Telex: 30451. Cables: Nichimen Melbourne). St. George's Court, 12th Floor, 16 St. George's Terrace, Perth, WA 6000 (Tel: 255211. Telex: 93105. Cables: Nichimen Perth).

**Nissho-Iwai Co (Aust.) Pty Ltd**

**Addresses:** I.A.C. Building, 54-62 Carrington Street, GPO Box 3321, Sydney, NSW 2000 (Tel: 02 290 2188. Telex: 20239, 20394 nisrock. Cables: Nisshoiwai Sydney). 30th Floor, Marland House, 570 Bourke Street, Melbourne, Vic. (GPO Box 5104 BB, Melbourne 3001) (Tel: 03 67 7971-6, 03 67 9056-7. Telex: 30353 nisrock. Cables: Nisshoiwai Melbourne). 12th Floor, Mt. Newman House, 200 St. George's Terrace,

## AUSTRALIA

**Nissho-Iwai Co (Aust.) Pty Ltd** *(continued)*

Perth, WA 6000 (PO Box 7159, Cloisters Square, Perth, WA 6000) (Tel: 092 321 2835-8. Telex: 92224 nisrock. Cables: Nisshoiwai Perth). 2 Belmont Street, South Fremantle, WA 6162 (PO Box 805, Fremantle, WA 6160) (Tel: 092 335 5528, 092 335 3444, 092 335 3567, 092 335 3768. Telex: 93529 nisrock. Cables: Nisshoiwai Fremantle). 11th Floor, Bank of N.S.W. Building, 260 Queens Street, Brisbane, Qld. (GPO Box 1386, Brisbane, Qld. 4001) (Tel: 07 229 5719, 07 229 5577. Telex: 41331 nisrock. Cables: Nisshoiwai Brisbane). 7th Floor, A.N.G. House, Hunter Street, PO Box 3493, Port Moresby, Papua New Guinea (Tel: 214949, 214972. Telex: 22101 nic. Cables: Nisshoiwai Portmoresby).

**Nomura Trading Co (Australia) Pty Ltd**

**Head office:** 20 Martin Place, 11th Floor, A.N.Z. Bank Building, Sydney 2000. **Tel:** 231 2935, 231 2755. **Telex:** 20349. **Cables:** Shinorep Sydney.

**Management:** J. Fukui (managing director). **Trading personnel:** J. Fukui, H. Araki. **Established:** 1964. **Capital:** A\$50,000. **Ownership:** Nomura Trading Co Ltd†, Japan.

**Activities:** Import/export.

**Products handled:** Imports all steel products from Japan; exports iron ore, coal and rutile zircon sands from Australia.

**Companies represented on agency basis:** Kawasaki Steel Corp, Japan; Sumitomo Metal Industries Ltd, Japan; Aichi Steel Works Ltd, Japan; Mory Industries.

**Okaya Australia Pty Ltd**

**Address:** Room 4-5, Fifth Floor, Wynyard House, 291 George Street, Sydney 2000, NSW. **Tel:** 29 6346, 290 3625. **Telex:** 20776. **Cables:** Okayasteel Sydney.

**Activities:** Export/import.

**Okura & Co (Australia) Pty Ltd**

**Address:** Suite 1402, AMP Centre, 50 Bridge Street, Sydney, NSW 2000. **Tel:** 231 5433. **Telex:** 20299. **Cables:** Okura Sydney.

**Sagma (Aust.) Pty Ltd**

**Head office:** 8 River Road, Crows Nest, Sydney, NSW 2065. **Tel:** 434915. **Cables:** Sagma-car.

**Management:** Ronald L. Young (managing director). **Established:** 1963. **Capital:** A\$20,000. **Ownership:** Invar Pty Ltd. **Subsidiary & associates:** Sagma Pty Ltd.

**Activities:** Importers and distributors.

**Products handled:** Stainless steel tubes and pipes and steel sections.

**Companies represented on agency basis:** Sagma Ltd†, UK (steel) for Australasia; Vallourec, France (stainless steel tube) for Australasia.

**Samac (Australia) Pty Ltd**

**Head office:** Suite 4, Charles House, 194 Miller Street, North Sydney 2060. **Tel:** 010 612 9296977. **Cables:** Samutyl Sydney.

**Management:** Alan Williams (director). **Established:** 1959. **Capital:** A\$2,000. **Ownership:** Wholly-owned subsidiary of Samac International Ltd†, UK.

**Activities:** Import.



**AUSTRALIA****Samac (Australia) Pty Ltd** *(continued)*

**Products handled:** Plates (mild steel, boiler, shipbuilding); coil and sheet (HR and CR, galvanized); reinforcing rounds; WF beams, joists, channels, angles, tees, flats and squares; black and galvanized wire; welded and seamless tubes.

**Sanderson Newbould (Australia) Pty Ltd**

**Head office:** 142-146 Gladstone Street, South Melbourne, Vic. 3205. **Tel:** 690 2477, 516 4344. **Cables:** Pax Melbourne.

**Management:** Ian T. Jones (general manager). **Ownership:** Subsidiary of Sanderson Kayser Ltd, UK. **Branches:** 9 Barclay Street, Marrickville, NSW 2204 (warehouse).

**Activities:** Stockist and selling agency for products of Sanderson Kayser Ltd, UK.

**Products handled:** Tool, die and alloy steels, saws.

**Sandvik Australia Pty Ltd**

**Head office:** Cnr. Warren and Percival Roads, Smithfield, NSW 2164. **Tel:** 604 3211. **Telex:** 21268. **Cables:** Sandvik Sydney.

**Management:** Alan S. Bellis (managing director), Peter Edwards (steel product manager). **Established:** 1961. **Capital:** A\$2 million. **Ownership:** Sandvik UK Ltd; ultimately, Sandvik AB, Sweden. **Subsidiary & associates:** Sandvik New Zealand Ltd, Wickman Hill Tooling Pty Ltd, Peter Coe-Spooner Pty Ltd. **Branches:** Townsville, Brisbane, Newcastle, Melbourne, Adelaide, Perth, Launceston.

**Activities:** Importer and stockist.

**Products handled:** Stainless steel—pipe, tube, screwed fittings, flanges, welding wire, welding electrodes, spiral welded tube and fittings, seam welded tubing, sheet, plate and coil, rounds, flats, angles, free machining steels, spring wire; hardened and tempered strip, woodband saw steel, music spring steel wire, and carbon hollow bar. Also VDM nickel and nickel alloys.

**SKF Australia (Sales) Pty Ltd**

**Head office:** PO Box 4324, Melbourne, Vic. 3001. **Tel:** 699 8611. **Telex:** 31613 skf aa. **Cables:** Skef.

**Management:** J. U. Lidström (managing director).

**Southcott Pty Ltd**

**Head office:** 243 Halifax Street, Adelaide 5000, SA (Box 1063, GPO Adelaide 5001). **Tel:** 223 3046, 223 2688. **Telex:** 82495. **Cables:** Southcotts.

**Management:** A. L. Southcott (chairman), L. Southcott (managing director), D. C. Morison (director), K. J. Tamblyn (secretary). **Trading personnel:** E. B. Searby (manager, steel division), M. Amos (steel division sales). **Established:** 1886.

**Subsidiary & associates:** Southcott Hydraulics (NSW) Pty Ltd and Southcott Hydraulics (Vic) Pty Ltd (supplies of mobile industrial hydraulic equipment); Southcott Tool & Gauge Pty Ltd (toolmakers and metal stampers).

**Activities:** Importer and stockist.

**Products handled:** Tool and die steels for cold and hot work, silver steel, ground flat stock. Also files, hacksaw blades, toolbits, engine protection devices, fuel injection equipment, hydraulic pumps, motors, control valves, power packs, automotive parts, accessories, tools, etc.

**Companies represented on agency basis:** Sanderson Kayser Ltd, UK (alloy tool steels for cold and hot work, silver steel, ground flat stock, bandsaw blading, circular saw blanks, forgings, etc.). Market area covered: South Australia.

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**DO NOT FORGET** to look in Late Notes for late entries and amendments.

## AUSTRALIA

**Sumitomo Australia Ltd**

**Head office:** 32nd Floor, 8-18 Bent Street, Sydney, NSW 2000. **Tel:** 232 3111. **Telex:** 20201.

**Management:** Directors—K. Etoh (managing), T. Emura (general manager, Sydney business division), Y. Nomura (general manager, Melbourne office). **Trading personnel:** S. Ogawa (ferrous raw materials), K. Yamada (steel products), T. Seto (machinery and electrics), M. Horiuchi (chemicals and fuels). **Established:** 1961. **Capital:** A\$2,500,000. **Ownership:** Wholly-owned subsidiary of Sumitomo Corp, Japan. **Branches:** Level 47, Nauru House, 80 Collins Street, Melbourne, Vic. 3000; 8th Floor, Hamersley House, 191 St. George's Terrace, Perth, WA 6000; 19th Floor, Eagle Plaza, 167 Eagle Street, Brisbane, Qld. 4000; 2nd Floor, PNG Banking Corp Building, Lot 12-13, Sec. 5, Granville, Port Moresby.

**Activities:** Import/export; stocks are carried.

**Products handled:** Steel products. Also coal, iron ore, non-ferrous metals, machinery, electrical equipment, produce, chemicals, general products, fuels.

**Tennant New York Pty Ltd**

**Head office:** 535 Bourke Street, Melbourne, Vic. 3000. **Tel:** 3 62 25 37, 3 62 44 48. **Telex:** 30768. **Cables:** Tennants Melbourne.

**Management:** Daniel W. Saybolt (managing director). **Established:** 1967. **Ownership:** C. Tennant Sons & Co of New York†, USA.

**Tokyo Boeki (Australia) Pty Ltd**

**Head office:** 14th Floor, 50 Queen Street, Melbourne, Vic. 3000 (PO Box 220, Collins Street, Melbourne, Vic. 3000). **Tel:** 03 614 1744. **Telex:** 30667.

**Management:** S. Tanaka (general manager). **Trading personnel:** T. Tokushima and Y. Haniu (steel products, import and export). **Established:** 1971. **Capital:** A\$100,000.

**Ownership:** Wholly-owned by Tokyo Boeki Ltd†, Japan.

**Activities:** Import/export, export agents. Stocks carried.

**Products handled:** Iron, steel, raw materials and machinery.

**Toyomenka (Australia) Pty Ltd**

**Addresses:** 15th Floor, 1 York Street, PO Box 5310, Sydney, NSW 2000 (Tel: 27 5431-8. Telex: 20283 tomensy aa. Cables: Toyomenka Sydney, Tomenwool Sydney, Tomentex Sydney); 60 Market Street, Melbourne, Vic. 3000 (Tel: 61 3821-3. Telex: 30577 tometex aa. Cables: Toyomenka Melbourne); 10th Floor, Exchange House, 68 St. George's Terrace, Perth, WA 6000 (Tel: 321 5901-3. Telex: 92223 tomenpe aa. Cables: Toyomenka Perth).

**M. F. Tuck Agency Co**

**Head office:** 14-16 Fitzroy Street, St. Kilda, Vic. 3182. **Tel:** 534 0627. **Telex:** 31864. **Cables:** Friartuck Melbourne.

**Management:** M. F. Tuck. **Trading personnel:** See management. **Established:** 1971.

**Activities:** Mainly import, limited stocks in special items.

**Products handled:** Stainless strip and wire, prefinished metals, special steel bars and rods, high carbon strip and hardened and tempered strip, aluminized strip and sheet, mill rolls.

**Companies represented on agency basis:** Ben Bennett Jr. Ltd, UK (hardened and tempered strip); Republic Steel Corp, USA (various items including Triply); Sharon Steel Corp, USA (high carbon strip and sheet); O.S.B. Co, Belgium (mill rolls). Market area covered: Australia.

## AUSTRALIA

**Umcos Trading**

**Head office:** 297 Gilbert Street, Adelaide. **Tel:** 212 1700. **Telex:** 88239.

**Management:** Peter Harper (managing director), Lawrie Lewis (manager). **Trading**

**personnel:** Ken Pfieffer, Owen Mumford, John McNeil. **Established:** 1971.

**Subsidiary & associates:** Universal-Mayer Pty Ltd (fasteners, bolts, nuts, etc.).

**Activities:** Import, no stocks carried.

**Products handled:** Fencing wire, armouring wire, nail wire, etc.

**Companies represented on agency basis:** New Zealand Wire Ltd, New Zealand (fencing wire, armouring wire, nail wire, etc.) covering South Australia.

**Wimex (Aust.) Pty Ltd**

**Head office:** Temple Court, 75-85 Elizabeth Street, Sydney, NSW 2000. **Tel:** 02 231 5744. **Telex:** 23432. **Cables:** Wimex.

**Management:** Walter B. Wilson (managing director). **Established:** 1969. **Capital:** A\$100,000. **Ownership:** Export Union Düsseldorf GmbH. **Branches:** 38 Verona Street, Vermonth South, Vic. 3133.

**Activities:** Import/export, import and export agency; no stocks carried.

**Products handled:** HR and CR sheets, coils, strip and plates; galvanized sheets and coils; stainless steel coils, strip, sheets, plates and pipes; welded pipes and tubes; seamless pipes and tubes, including OCTG; flanges; butt weld fittings. Also aluminium steel strip.

**Wolff Steel Pty Ltd**

**Head office:** 437 St. Kilda Road, Melbourne, Vic. 3004. **Tel:** 264511. **Telex:** 32750.

**Management:** D. H. Hume (chairman), T. S. Bodycomb (managing director), G. A. O'Connor (director), S. J. Godsall (company secretary). **Trading personnel:** T. S. Bodycomb, G. A. O'Connor, R. B. Wells. **Established:** 1968. **Capital:** Authorised and issued: A\$25,000. **Ownership:** Rudolf Wolff Steel Ltd, UK. **Branches:** 6-81 Shirley Road, Crows Nest, Sydney, NSW 2065 (Tel: 4395822. Telex: 70237).

**Activities:** Steel trading.

**Products handled:** All ferrous and non-ferrous products—HR and CR sheet, coil, plate and sections; piling sections; boiler plates, tube sheets, boiler and heat exchanger tubing; stainless steels; suppliers of special quality plate products to engineering industry.

# Austria

**Acerinox Austria Ges.mbh**

**Head office:** Senefeldergasse 11, A 1100 Vienna. **Tel:** 62 11 86. **Telex:** 135044.

**Cables:** Acnoxa.

**Management:** Tina de la Rocha and Hermann Bischof (managers). **Established:** 1977. **Capital:** Sch 1 million. **Ownership:** Subsidiary of Acerinox SA.

**Activities:** Sales in Austrian and Comecon markets.

**Products handled:** Stainless steel flats production.

**Fritz Bogner & Co KG**

**Head office:** Hardtmuthgasse 131-5, A 1100 Vienna. **Tel:** 64 55 86. **Telex:** 0 131094. **Cables:** Huettenbogner.

**Management:** Fritz Bogner (owner), Dkfm. Fritz Bogner (owner), Dr. Ernst Petziwal (sales manager, raw materials), Helmut Wais (sales manager, steel products). **Established:** 1950.

**Activities:** Import/export; stocks carried.

**Products handled:** Special steels and other iron and steel products.

## Bogner & Dr. Petziwal Stahlexport

**Head office:** Hardtmuthgasse 131-5, A 1100 Vienna. **Tel:** 0222 64 37 86 and 64 14 89. **Telex:** 13265. **Cables:** Huettenbogner.

**Management:** Managers and owners—Fritz Bogner, Dkfm. Fritz Bogner, Dr. Ernst Petziwal. **Established:** 1963. **Ownership:** See management.

**Activities:** Export/import.

**Products handled:** Special steels. Also metals, refractories, and raw materials for the steel industry.

## Eisenexportgesellschaft mbH Nachf. KG

**Head office:** Schönburgstrasse 27, PO Box 164, A 1041 Vienna 4. **Tel:** 0222 65 97 82. **Telex:** 131941, 131097. **Cables:** Eisenexport Vienna.

**Management:** Herbert Kiraly (manager), Dipl. Ing. Herbert Kiraly (manager). **Established:** 1953. **Ownership:** See management.

**Activities:** Import/export, transit, barter.

**Products handled:** Iron and steel products including billets, pig iron, HR and CR coils, wire rods, reinforcing rounds, profiles, tubes, plates. Main areas covered: Eastern Europe.

**Companies represented on agency basis:** Voest-Alpine AG, Austria (tubes, wire rods, CR strip, sections, etc.) for Eastern Europe.

## Elkem Österreich Handelsgesellschaft mbH

**Address:** Josef Pock Strasse 27, A 8051 Graz. **Tel:** 316 62495. **Telex:** 31597.

## Fagersta Stahl GmbH

**Head office:** Franz Josefs Kai 33, A 1010 Vienna. **Tel:** 222 63 47 07. **Telex:** 7 7114. **Cables:** Fagersta Vienna.

**Management:** Walter Köstler (managing director). **Trading personnel:** Ernestine Lehner (Austria), Branko Beltram (Yugoslavia, Czechoslovakia, Rumania), Bob Sklar (Yugoslavia, Hungary, Bulgaria). **Established:** 1976. **Capital:** Sch 100,000. **Ownership:** Fagersta AB, Sweden (99%). Stahlwerk Westig GmbH, West Germany (1%).

**Products handled:** All types of high grade steel especially CR stainless strip and sheets, welded stainless steel tubes, stainless steel wire rods, drawn stainless steel wire, high speed steels in CR strip, wire rods and bars.

## Ferromak GmbH—see Tehnometal-Makedonija, Yugoslavia

## Ferrostahl GmbH

**Head office:** Apostelgasse 25-27, A 1030 Vienna. **Tel:** 73 22 23. **Telex:** 132140 fstah a. **Cables:** Ferrostahl.

**Management:** A. C. Czajkowski (managing director), H. Heinke (financial manager), V. Milojevic (export manager), C. Berg-Nielsen (export manager). **Established:** 1966.

**Activities:** International traders, works agents.

**Products handled:** Semi-finished products, flat rolled products, reinforcing bars, merchant bars, wire rods, pig iron. Areas covered: Eastern and Western Europe, Middle and Far East.

## Hoesch Handelsgesellschaft mbH

**Head office:** Operngasse 18, A 1040 Vienna. **Tel:** 0222 563131, 0222 574110. **Telex:** 0113393.



**AUSTRIA****Hoesch Handelsgesellschaft mbH** (*continued*)

**Management:** Hellmuth Augustin (director). **Established:** 1971. **Capital:** Sch 2,500,000. **Ownership:** Wholly-owned subsidiary of Hoesch Werke AG (Estel group). **Activities:** Import/export. **Products handled:** Steel products and processed steel. Also non-iron material and products, machinery and equipment, industrial turnkey projects.

**A. Johnson & Co Wien Ges.mbH**

**Address:** Cobdengasse 2, A 1010 Vienna. **Tel:** 222 52 79 40-9. **Telex:** 01 2315 ajcown a. **Cables:** Johnsonost.

**K. König & Co Stahl-Rohre-Metalle**

**Head office:** Strasse 1, Objekt 36, A 2351 Wr. Neudorf. **Tel:** 02236 36 36 0. **Telex:** 079225.

**Management:** Karl König (owner), Peter König (head clerk). **Trading personnel:** Franz Horvath (purchasing and sales manager). **Established:** 1966. **Ownership:** Karl König ( $\frac{2}{3}$ ), Mrs. Vilma König ( $\frac{1}{3}$ ). **Subsidiary & associates:** Jacob König, Retz-Vienna (steel and hardware wholesaler, metal façade construction).

**Activities:** Import/export agency, stockholder.

**Products handled:** Steel tubes, sheets, fittings, couplings.

**Companies represented on agency basis:** Including British Steel Corp (BSC), UK (steel tubes, tubular products and fittings).

**Karl Mertl KG**

**Head office:** Postfach 10, A 2324 Rannersdorf (Vienna). **Tel:** 777637. **Telex:** 134263. **Cables:** Rohr Mertl.

**Management:** Eugen Mertl (chief manager), Walter Mittermayr (director), Alfred Gruscher (export manager), Maria Gruscher-Mertl (finance manager). **Trading personnel:** Managers—Anton Pehsl (purchase), Alfred Nikolowsky (sales), Gerhard Uibl (export). **Established:** 1949. **Capital:** Sch 25 million. **Ownership:** Partnership—E. Mertl (komplementar) and M. Gruscher (kommanditist).

**Activities:** Export/import; stockist (stock 10,000 tons in Rannersdorf near Vienna).

**Products handled:** Precision steel tubes, tubes for hydraulic and pneumatic cylinders, thick wall tubes, high alloy tubes, boiler tubes. Also piston rods.

**Metalco Ges.mbH**

**Head office:** Schwedenplatz 2-18, A 1010 Vienna. **Tel:** 63 45 17. **Telex:** 77556 metal a. **Cables:** Metalcoges Vienna.

**Management:** A. Bruck (managing director), M. Bruck (director). **Trading personnel:** I. Svihla, R. Dragschitz. **Established:** 1977. **Ownership:** Private. **Subsidiary & associates:** Associated companies in UK, West Germany and Nigeria.

**Activities:** Agency.

**Products handled:** Steel products, semis, reinforcing rounds, wire rods, merchant bars, sections, coils (HR, CR and galvanized), sheets and plates. Areas covered: East Europe, Middle East, Africa.

**Companies represented on agency basis:** Éts Fortracot, Liechtenstein (see products above).

**Roechling Ges.mbH**

**Address:** Schwarzenbergplatz 10, A 1040 Vienna. **Tel:** 658149, 657256. **Telex:** 135246.

## AUSTRIA

**Salzgitter Stahl GmbH**

**Head office:** Opernring 1, A 1010 Vienna. **Tel:** 57 37 07, 57 52 76. **Telex:** 01 12674. **Cables:** Salzgitterstahl Vienna.

**Management:** Heinz Montanus (Geschäftsführer), C. W. Müller (Prokurist). **Trading personnel:** C. W. Müller. **Established:** 1965. **Capital:** Sch 100,000. **Ownership:** Salzgitter Stahl GmbH, West Germany.

**Activities:** Import/export.

**Products handled:** Pig iron, rolled steel, pipes and tubes, cast products, wire rods, wire, coil-coated material.

**Companies represented on agency basis:** Salzgitter Stahl GmbH, Stahlhandel Peine-Salzgitter, and Stahlwerke Peine-Salzgitter AG (P & S), West Germany.

**Sandvik in Austria Ges.mbH**

**Address:** Scheydgasse 44, Postfach 33, A 1215 Vienna 21. **Tel:** 0222 38 86 31. **Telex:** 11277, 12769. **Cables:** Serie Sandvik.

**SKF Kugellagerges.mbH, Bereich Stahl, Maschinen, Werkzeuge**

**Head office:** Mohsgasse 1, A 1030 Vienna. **Tel:** 75 66 01. **Telex:** 131738.

**Management:** T. Schneider (managing director), G. Rossmann (finance and administration manager), G. Rohrbock (material flow manager), W. Kemper (sales manager, steel, machines and tools), G. Kramer (sales manager, bearings). **Trading**

**personnel:** W. Kudernatsch and Mr. Ruckenstuhl (sales representatives, Carinthia, Steiermark and parts of Vienna); F. Kaplan, E. Grillenberger and Mr. Gigler (sales representatives, Western and Upper Austria); G. Hahn (sales representative, Vienna and state owned industries). **Established:** 1916. **Ownership:** Wholly-owned subsidiary of

SKF AB, Sweden. **Subsidiary & associates:** All SKF companies, worldwide. **Branches:** Keplerstrasse 43, A 8020 Graz; Tegetthoffstrasse 42, A 4020 Linz; Etrichgasse 26, A 6010 Innsbruck.

**Activities:** Importer and stockist.

**Products handled:** Thick walled steel tubes, in various grades including stainless steel; bearing steel tubes; wire rods; round bars in alloy qualities; high quality steel strip; free cutting steels; file blanks; hard chromed steel rods for hydraulic pistons; honed tubes; forged rings.

**Companies represented on agency basis:** All SKF owned steel companies.

**Thyssen Austria Handelsgesellschaft mbH—see Thyssen  
Stahlunion GmbH, West Germany****Uddeholm Ges.mbH**

**Head office:** Anton Bruskner-G. 20, A 2345 Brunn/Gebirge. **Tel:** 02236 846140. **Telex:** 79356.

**Management:** Dusan Vintera (chief executive officer). **Trading personnel:** Klaus Reisner (sales manager). **Established:** 1970. **Capital:** Sch 3 million. **Ownership:** Wholly-owned subsidiary of Uddeholms AB, Sweden.

**Activities:** Import/export; stocks carried in Austria.

**Products handled:** Stainless steel in general. Main products stocked—sheets, plates, tubes, bars, fittings.

**United States Steel International Inc, Vienna Branch—see  
under USA**

**AUSTRIA****Voest-Alpine Intertrading Ges.mbH**

**Head office:** 4th Floor, Lentia Building, Schmiedegasse 14, A 4040 Linz (Postfach 83, A 4041 Linz). **Tel:** 0732 38 3 31. **Telex:** 2 2221, 2 2410. **Cables:** Voestalpine Linzdonau.

**Management:** Gernot Preschern (president), Siegfried Purrer (vice president), Helmuth Egger (vice president). **Trading personnel:** Herbert Emmerling (manager, steel division), Herbert Egger (reinforcing steel bars, wire mesh, wire rods), Herbert Heidinger (profiles, merchant bars), Helmut Mayrhofer (flat products), Stefan Lauss (semi products, re-rolling material). **Established:** 1978. **Capital:** Sch 7 million. **Ownership:** Wholly-owned affiliate of Voest-Alpine AG, Austria.

**Activities:** Import/export; international trading.

**Products handled:** All types of steel products. Also minerals, ferro-alloys, ores, coal, chemicals, cement, textiles, machinery, tools, electrical equipment, cables. Worldwide activities.

# Bahamas

**Taylor Industries Ltd**

**Address:** PO Box 4806, Nassau. **Tel:** 28536, 23116, 23557. **Cables:** Taylorltd.

# Bangladesh

**Kanematsu-Gosho Ltd**

**Address:** 1st Floor, Globe Chamber, 104 Motijheel Commercial Area, PO Box 375, Dacca 2. **Tel:** 258569, 257311. **Telex:** 865. **Cables:** Kanegold.

**Marubeni Corp**

**Addresses:** Amin Court, 2nd Floor, 62-3 Motijheel Commercial Area, Dacca 2 (PO Box 182, Ramna, Dacca) (Tel: 244723, 251141, 251859. Telex: 881. Cables: Marubeni Dacca); Arup Bhawan, 3rd Floor, 107 Agrabad Commercial Area, GPO Box 344, Chittagong (Tel: 201749. Cables: Marubeni Chittagong).

**Mitsubishi Corp**

**Address:** 3rd Floor, American Life Insurance Building, 18-20 Motijheel Commercial Area, PO Box 604, Dacca 2. **Tel:** 254696. **Telex:** 875. **Cables:** Mitsubishi Dacca. **Management:** J. Sekizawa (general manager).

**Mitsui & Co Ltd**

**Addresses:** Ispahani Building, 14-15 Motijheel, Commercial Area, PO Box 154 Ramna, Dacca 2 (Tel: 256721-3, 258615-6. Telex: 888. Cables: Mitsui Dacca); NIB House, 1st Floor, 32 Agrabad, Commercial Area, PO Box 667, Chittagong (Tel: 200063, 204338. Telex: 279. Cables: Mitsui Chittagong).

**Nichimen Co Ltd**

**Addresses:** Dost Building, 2nd Floor, Shahid Subal Road, Chittagong (Tel: 83097. Cables: Nichimen Chittagong). American Life Insurance Co Building, 3rd Floor, 18-20

**Nichimen Co Ltd** *(continued)*

Motijheel Commercial Area, GPO Box 480, Dacca 2 (Tel: 245785, 250887, 250810. Telex: 885. Cables: Nichimen Dacca).

**Sumitomo Corp**

**Addresses:** American Life Insurance Company Building, 2nd Floor, 18-20 Motijheel Commercial Area, PO Box 251, Dacca 2 (Tel: 280790, 283246. Telex: 895 sumitomo dac. Cables: Sumitomo Dacca). Dost Building, 4th Floor, Room 1, Saheed Subal Road, PO Box 706, Chittagong (Tel: 96 204309. Cables: Sumitomo Chittagong).

**Toyo Menka Kaisha Ltd**

**Address:** 43 Dilkusha Commercial Area, GPO Box 244, Dacca 2. **Tel:** 280286, 251771. **Telex:** 882 tomen dac. **Cables:** Watatoyo Dacca.

**Trading Corp of Bangladesh**

**Address:** H.B.F.C. Building, 22 Purana Paltan, Dacca. **Tel:** 254111, 254121, 280173. **Telex:** 852 dac. **Cables:** Statetrade Dacca.

**Management:** M. Muniruzzaman (chairman).

**Activities:** Import of iron and steel billets, ingots and other iron and steel items in bulk, for the public as well as for private sector requirements in Bangladesh.

## Barbados

**Leo Leacock & Co Ltd**

**Head office:** Sunjet House, Fairchild Street, PO Box 629C, Bridgetown. **Tel:** 62482-3, 63622. **Telex:** 2277 leolebar. **Cables:** Leoleaco Barbados.

**Management:** Leo C. Leacock (managing director), David Leacock (sales director), Mrs. Marina Leacock (accountant), Algernon Leacock (public relations director), Miss Janet Yorke (administrative executive assistant), Mrs. Edwardine Brewster (assistant administrative executive assistant). **Trading personnel:** Ezzard Burke (sales representative). **Established:** 1967. **Ownership:** Marileo Investment Co Ltd.

**Activities:** Commission agent; manufacturers' representative; import/export agency. Only small stocks carried.

**Products handled:** Complete range of building and construction materials; spun and cast iron pipes and fittings; sanitary fixtures and fittings; PVC, soil waste, pressure,

### LEO LEACOCK & CO LTD

Commission Agents – Manufacturers Representatives –  
Importers and Exporters

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- Fed. Rep. of Germany:** FEREX Stahlhandel GmbH., Kavalleriestrasse 22,  
D-4 Düsseldorf-1, Germany.  
Phone: (211) 32.08.11. Telex: 8588199. Cables: Ferstahl.
- France:** FEREX FRANCE S.A.,  
154, Boulevard Haussmann,  
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Telex: 640119. Cables: Ferfrance.

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**Leo Leacock & Co Ltd** (*continued*)

rainwater and pipes and fittings; Intrad trolley rails, etc. Areas covered: Barbados, Windward and Leeward Islands (Caribbean).

**Companies represented on agency basis:** Including British Steel Corp (BSC), UK (all types of reinforcement).

## Belgium

### Acimet NV

**Head office:** Tavernierbulding, Taverniekaai 2, bus 8, B 2000 Antwerp. **Tel:** 33 39 10. **Telex:** 32551 acimet b.

**Established:** 1967. **Ownership:** Asoma—The Lissauer Group.

**Activities:** General traders in steel, steel scrap, pig iron, ferrous and non-ferrous ores and concentrates, standard and high temperature alloys, major and minor metals, chemicals, etc.

**Products handled:** Steel semis, HR and CR products, galvanized coils and sheets, cold formed profiles, seamless and welded pipes.

### Aciers Alexis SA

**Head office:** Industrie Zone, B 3400 Landen. **Tel:** 011 881911. **Telex:** 39087.

**Cables:** Alexis Landen.

**Management:** Managers—J. V. Anten (general), A. Peigneux (technical), G. Jacobs (financial). **Trading personnel:** S. Gillon and Mr. Mottie (Belgium and Luxembourg, finance), G. Petre (other countries). **Established:** 1874. **Capital:** BFr 39 million.

**Ownership:** Laminaires de Jemappes, Belgium.

**Activities:** Import/export; stocks carried.

**Products handled:** Carbon and alloy steel bars and plates. Areas covered: Belgium, Luxembourg, France, Africa, Greece, Middle East.

**Companies represented on agency basis:** Laminaires de Jemappes, Belgium (carbon and alloy steel).

**Members of:** Chambre Syndicale des Grossistes en Aciers Spéciaux.

### Armco SA

**Head office:** 251 Avenue Louise, Bte. 11, B 1050 Brussels. **Tel:** 649 81 45. **Telex:** 226 36. **Cables:** Armcobel.

**Management:** Jacques Singelijn (manager). **Trading personnel:** J. Bockstael, P. Stigter, R. Van Brusselt and G. Verhulst (area of responsibility, Benelux). **Established:** 1949. **Capital:** BFr 1,500,000. **Ownership:** Armco Steel Corp, USA.

**Products handled:** Corrugated steel pipes mainly used for drainage purposes, small dia. steel copper coated tubing for the automobile industry, special steel strip and plates. Also automatic and semi-automatic welding equipment and products (Lincoln).

### ASE Europe NV

**Head office:** Century Center, de Keyserlei 58-60, B 2000 Antwerp. **Tel:** 031 34 06 66. **Telex:** 31143. **Cables:** Metaltrade.

**Management:** Frank Ceulemans (director general), Louis Eelen (vice director general).

**Established:** 1955. **Capital:** BFr 30 million (capital and reserves BFr 85 million).

**Subsidiary & associates:** Associated: Germany, Switzerland, Spain. **Branches:** East, West and North Africa, Middle East, Near East, Hong Kong, Netherlands, France, Germany. Agencies and correspondents worldwide.

**Activities:** Import, export and transit of all steel products.

## BELGIUM

## ASE Europe NV (continued)

**Products handled:** All steel products, basic materials, semi-finished and finished products. Also non-ferrous products.

**Members of:** Assn. Belge des Négociants Exportateurs et Importateurs (ABNEI).

## Cie Métallurgique Brabant SA

**Address:** 140 Rue Monfort, B 4300 Ans.

## Caemi International SA—see Caemi Internacional SA, Brazil

## Charlemetal SA

**Head office:** 347 Avenue des Croix de Guerre, Bte. 1, B 1120 Brussels. **Tel:** 267 21 60. **Telex:** 22631, 25909. **Cables:** Charlemetal.

**Management:** Roland Charles (administrateur délégué), Francine Charles (administrateur délégué). **Trading personnel:** Roger van Roosbroeck (directeur commercial), Felix Charles (porteur de procurations). **Established:** 1970. **Capital:** BFr 10 million. **Ownership:** Roland and Francine Charles. **Subsidiary & associates:** Euro-Union-Metal SA†, Brussels (representative of East Germany for all steel products); Ferriere di Domegliara, Domegliara, Italy (production of merchant bars, reinforcing rounds); Eumit SA, Turin, Italy (representative of East Germany for all steel products).

**Activities:** Import and export of steel products, with warehouse in Brussels-Vilvorde.

**Products handled:** Beams, reinforcing rounds, merchant bars, wire rods, pig iron, scrap, sheets, coils.

## Chemimetal SA

**Head office:** 403 Avenue Brugmann, B 1180 Brussels. **Tel:** 344 19 80. **Telex:** 21402, 26014, 21484. **Cables:** Chemimetal Brussels.

**Management:** B. Guttman (president and director general), C. Perelman and R. Wattiez (board members), R. Guttman (legal adviser). **Trading personnel:** C. Visart de Bocarmé and G. Tihon (commercial directors), A. Emonds-Pool (director, machine tool department), A. Van Ransbeke (general secretary). **Established:** 1951. **Capital:** BFr 100 million. **Subsidiary & associates:** Chemimetal Inc†, Washington, USA.

**Activities:** Import/export and stockholder.

**Products handled:** Processing of blooms, billets and coils, plates, CR sheets; full range of angles, beams and channels. Mills' agents for seamless boiler tubes, bundy and precision tubes, casings, tubings, drill pipes with API and special joints, drill collars, linepipe (seamless and welded), grain oriented transformer sheets, special steels, steel sheet piling, rails (for railways and cranes), special steel profiles for chains, wire products.

**Companies represented on agency basis:** Including V/O Promsyrzioimport, USSR (tubes); Tubemeuse—SA Usines à Tubes de la Meuse, Belgium; Tubexport, Spain.

## Éts Cigrang Frères SA

**Head office:** Mechelsesteenweg 150, B 2000 Antwerp. **Tel:** 31 38 78 50. **Telex:** 35162 cigraf b, 32645 cobef b. **Cables:** Gladibrand.

**Management:** Directors—M. Cigrang (managing), A. Hirtt, C. Cigrang. **Trading personnel:** A. Duquenne, A. Hannecart, R. Ehlinger, J. P. Loupo. **Established:** 1929. **Capital:** BFr 80 million (capital and reserves). **Ownership:** Private. **Subsidiary & associates:** Associates—Cobelfret SA, Antwerp (ship owners and operators, liner and terminal operations, chartering); U.B.E.M. SA, Antwerp (ship owners and management, consulting engineers); A.O.T.I. Sprl, Antwerp (freight and insurance brokers). **Branches:** No branches, but agencies in main consuming/producing countries.

**Éts Cigrang Frères SA** *(continued)***Activities:** Import/export.**Products handled:** All iron and steel products including reinforcing bars, structurals, sheets and plates, tubes and pipes, wire, semis. Areas covered: Middle East (Arab countries), Africa, Latin America.**Members of:** Brussels Steel Exchange.**Commercial Metals (Belgium) SA****Head office:** Chaussée de la Hulpe 181, B 1170 Brussels. **Tel:** 02 672 23 06. **Telex:** 26436. **Cables:** Eucometals Brussels.**Management:** Ben Wallage (managing director), Ronald Verhave (assistant deputy managing director), Paul Rietmeijer (assistant deputy managing director). **Trading personnel:** Jack Nothmann (steel products). **Established:** 1974. **Ownership:** Commercial Metals Co, USA.**Activities:** Marketing products of parent company for Western and Eastern Europe. Import and export sales.**Members of:** Bureau International de la Récupération.**Comptoir de Commerce Extérieur Sprl****Head office:** Avenue du Château 6, Bte. 13, B 1080 Brussels. **Tel:** 425 4580, 428 8318. **Telex:** 23850. **Cables:** Exter.**Management:** Ernst Hornung (manager), Mrs. Auster-Hornung (assistant manager). **Established:** 1945. **Capital:** BFr 3,500,000. **Ownership:** Ernst Hornung (owns large majority), Mrs. E. Nachmann, A. De Maeyer. **Subsidiary & associates:** E. Hornung & Co Sprl, Brussels (agency business).**Activities:** Export/import.**Products handled:** All commodities, particularly iron and steel (HR, CR, drawn, uncoated and coated material) and including electrical sheets and strip, tinplate. Prime, prime excess and seconds. Areas covered: Latin America, Africa and Middle East.**Members of:** Bourse Industrielle de Belgique, Assn. Belge Négociants Exportateurs et Importateurs.**SA Coutinho, Caro & Co NV****Head office:** Mechelsesteenweg 203, B 2000 Antwerp 1. **Tel:** 32 31 39 59 51. **Telex:** 31384. **Cables:** Metalcouco.**Management:** Paul Deweer (managing director). **Trading personnel:** Paul Deweer (exports), Jean-Paul De Vroey (imports). **Established:** 1952. **Ownership:** Member of the CCC group.**Activities:** Import/export, import/export agency.**Products handled:** Iron and steel products. Also chemicals and fertilisers.**Members of:** Belgian Assn. of Export and Import Steel Traders.**C.R. Metal Sprl****Head office:** Avenue Marnix 19A, Bte. 19, B 1050 Brussels. **Tel:** 02 512 27 58. **Telex:** 62430 crmet.**Management:** Georges Rose (directeur). **Trading personnel:** Hervé Rose (attaché de direction), Ana Gallego (secrétaire commerciale), Marlène Boudou (secrétaire administrative). **Established:** 1975. **Capital:** BFr 250,000.**Activities:** Import/export.**Products handled:** Plates, HR and CR sheets, galvanized and electro zinc coated sheets, rebars, joists, special steels, seamless and welded tubes and fittings, etc. Also aluminium sections, industrial and household taps.



## BELGIUM

## Daval SA Belge

**Administrative office:** Rue de Livourne 80, B 1050 Brussels (Registered office: Heizegemweg 12, B 2030 Antwerp). **Tel:** 538 88 17. **Telex:** 26190.

**Management:** Pierre Salpetier (manager). **Trading personnel:** Alfons Pasmans, André Geurts (all fondé de pouvoir). **Established:** 1927. **Capital:** BFr 75 million (including reserves). **Subsidiary & associates:** Satem, Antwerp (maritime activities); Pantacom, Antwerp (warehousing); Simon Smits NV; Simon Smits Natie Sprl.

**Activities:** Steel producers' agency.

**Products handled:** Speciality—sale of steel products, including bars, sheets.

**Companies represented on agency basis:** Sacilor—Aciéries et Laminaires de Lorraine, France; Sollac—Sté Lorraine de Laminage Continu, France; Dilling, West Germany.

## SA Éts Dejong NV

**Head office:** St. Laureisstraat 48, B 2000 Antwerp. **Tel:** 031 38 59 10. **Telex:** 32468 dejond b. **Cables:** Jidejong Antwerp.

**Management:** Marie-José Dejong-Tillemans and Rodolphe Dejong (managing directors), Ivan Dejong (proxy holder). **Trading personnel:** Karel D'Haese (commercial management), Pierre Van der Elst (aluminium alloys), Georges Verthongen (non-ferrous metals, alloys, stainless steel), Albert Deleu (fastenings (blind riveting nuts)), Paul Haarselhorst (architectural sections, etc.). **Established:** 1901. **Capital:** BFr 10,500,000.

**Activities:** Trading, exports/imports, manufacture of fasteners.

**Products handled:** Sheets, sections, fasteners.

**Members of:** Fabrimetal.

## Essemi SA

**Head office:** Avenue Louise 105, Bte. 3, B 1050 Brussels. **Tel:** 02 538 11 37. **Telex:** 22626. **Cables:** Essemi Brussels.

**Management:** Tommy A. C. Happe (managing director). **Trading personnel:** See management. **Established:** 1955. **Ownership:** Private.

**Activities:** Import, agency, stocks.

**Products handled:** Stainless steel products for chemical, food and architectural industries.

**Companies represented on agency basis:** Including Associated Tubes Industries, Canada (tubes); Ilta—Industria Lavorazione Tubi Acciaio, Italy (tubes); Aciéries de Bonpertuis, France (strip and bars).

## Estel Belgique SA

**Head office:** 306-310 Avenue Louise, B 1050 Brussels. **Tel:** 6499950. **Telex:** 24851.

**Management:** H. Reddmann (managing director). **Trading personnel:** P. Lengelé, J. Toussaint, M. Freitag. **Established:** 1970. **Capital:** BFr 1,250,000. **Ownership:** Wholly-owned subsidiary of Hoesch Werke AG (Estel group).

**Activities:** Import/export.

**Products handled:** Steel products and processed steel. Also non-ferrous material, etc.

## Eurinter SA (Sales company of Phenix Works SA)

**Head office:** Quai Hoover 1, B 4110 Flémalle. **Tel:** 32-41 33 49 30. **Telex:** 041 210. **Cables:** Eurinter Liege.

**Management:** Jacques Dubois (president), Ferdinand Heeren (directeur). **Trading personnel:** A. Bernard (chef du service vente, Germany, Switzerland, Austria, Netherlands, UK, Scandinavia), J. N. Uytbroeck (chef du service vente, all other countries), P. Huriaux (chef du service promotion des ventes), J. Palmans (chef du service après-vente), G. Blaise (chef des études commerciales). **Established:** 1964.

**Eurinter SA (Sales company of Phenix Works SA) (continued)**

**Capital:** BFr 50 million. **Ownership:** Phenix Works. **Subsidiary & associates:** Eurinter France SA, Station Service Acier PUM, Rue E. Renan 57, F 51057 Reims Cedex (Tel: 26 882 021. Telex: 830 810 eurimpum reims). Eurinter Metallhandelsgesellschaft mbH, Schadowstrasse 25, D 4000 Düsseldorf 1 (Tel: 21 328 096-7. Telex: 8587212 euri d); Alter Fishmarkt 11, D 2000 Hamburg 11 (Tel: 40 33 57 78, 40 33 08 05. Telex: 2162988 euri d); Plieningstrasse 100, Bur 1604, D 7000 Stuttgart 80 (Tel: 711 722371. Telex: 7255881 euri d); Fallmerayerstrasse 17, D 8000 Munich 40 (Tel: 89 3006895. Telex: 5215486 euri d). Eurinter Nederland BV, Eemhavenweg 74, Rotterdam (Tel: 10 29 51 42. Telex: 28624 euri nl). Eurinter Italia Srl, Via Melchiore Gioia 55, I 20124 Milan (Tel: 2 6883551, 2 6835505. Telex: 313034 euri i). United Continental Steel Ltd, Hatfield, UK; Eurinter Svenska ABt, Bromma, Sweden; Cockerill Stinnes Steel Corp't, New York.

**Activities:** Export and domestic sales.

**Products handled:** Galvanized steel sheets (Galbest), pre-painted sheets (Estetic), plastic coated sheets (Skinplate).

**Members of:** Fédérations des Entreprises de Belgique (FEB), Groupement des Hauts Fourneaux et Aciéries Belges, European Coil Coating Assn. (ECCA), National Coil Coaters Assn. (NCCA).

**Euro-Union-Metal SA**

**Head office:** 347 Avenue des Croix de Guerre, B 1120 Brussels. **Tel:** 02 268 10 30-33. **Telex:** 23983 eum bru. **Cables:** Eurounion Brussels.

**Management:** R. Charles (président), K. H. Broede (administrateur délégué), Melle F. Charles (administrateur), R. Auf der Mauer (directeur général). **Trading personnel:** G. Marcellis. **Established:** 1968. **Capital:** BFr 8 million.

**Activities:** Import/export.

**Products handled:** All iron and steel products, etc.

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**BELGIUM****Euro-Union-Metal SA** *(continued)*

**Companies represented on agency basis:** Representing Metallurgiehandel GmbH, East Germany.

**Members of:** Assn. Belge des Négociants, Exportateurs et Importateurs (ABNEI).

**Eurolamine SA**

**Head office:** 11 Chaussée de Vilvorde, B 1020 Brussels. **Tel:** 02 242 36 80. **Telex:** 26875.

**Management:** R. Servais (managing director). **Trading personnel:** See management.

**Established:** 1972. **Capital:** BFr 10,500,000.

**Activities:** Import/export; stocks carried.

**Products handled:** Semi-finished steel products.

**European Metal Trade Co (Eumetraco) NV**

**Head office:** 39 Lange Nieuwstraat, B 2000 Antwerp. **Tel:** 031 32 91 00, 33 08 06. **Telex:** 31728. **Cables:** Metraco.

**Management:** Erhard Rusch (director). **Trading personnel:** Erhard Rusch, Patrick Delonzen. **Established:** 1972. **Capital:** BFr 750,000. **Ownership:** Private.

**Activities:** Import/export; import agency; stocks occasionally carried.

**Products handled:** All primary and secondary iron and steel products.

**Companies represented on agency basis:** John Rigby (Steel) Ltd, Bradford (speciality wires, precision sections, sintered steel components); Johnson & Nephew (Ambergate), UK (steel wire and wire products).

**Members of:** Brussels Bourse.

**Famex NV**

**Head office:** Meirbrug 1, bus 1, B 2000 Antwerp. **Tel:** 031 33 07 88. **Telex:** 31 103. **Cables:** Famexferro.

**Management:** K. J. Weberbauer (director). **Established:** 1952. **Capital:** BFr 2,500,000.

**Activities:** Export and import of rolled steel products.

**Ferex SA**

**Head office:** President Building, Franklin Rooseveltplaats 12, Bus 3, B 2000 Antwerp. **Tel:** 031 31 39 40. **Telex:** 31581. **Cables:** Ferex Antwerp.

**Management:** Willi H. Hoffmann (managing director), Adrien Wartel (deputy general manager), Noël Faucan (administrative director), Walther Schellemans (secretary general).

**Trading personnel:** Adrien Wartel (commercial director), Francis Alexander, Marcel Blommaerts, Karel Pannemans, François Vervliet. **Established:** 1956. **Capital:** BFr 30 million. **Ownership:** Empain-Schneider Group. **Subsidiary & associates:** Ferex Stahlhandel GmbH, Düsseldorf; Ferex France SA, Paris. Both fully owned and controlled by Ferex SA, Antwerp.

**Activities:** Import/export, worldwide.

**Products handled:** Pig iron, ingots, blooms, slabs, billets, reinforcing bars, merchant bars, sections, plates, HR and CR sheets, wire rods and wire products, tubular products, stainless steel, galvanized sheets and coils.

**SA Ferutol**

**Head office:** Avenue Van Volxem 408, B 1060 Brussels. **Tel:** 538 60 60. **Telex:** 21987 utilbr b. **Cables:** Ferutolsa.

**Management:** E. Geeroms (general manager). **Trading personnel:** A. Fredrix. **Established:** 1953. **Capital:** BFr 2,500,000. **Ownership:** Util SA (steel stockholder since 1807).

**Activities:** Steel trading.

**Products handled:** Mainly steel and wire products.

## Franbelmet SA

**Head office:** 150 Chaussée de la Hulpe, Bte. 11, B 1170 Brussels. **Tel:** 02 673 60 86. **Telex:** 23 848.

**Management:** Jacques Saey (general manager). **Trading personnel:** Mr. Napp and Mr. Laudert. **Established:** 1968. **Capital:** BFr 2 million.

**Activities:** Import agency.

**Products handled:** Stainless steel sheets and strip, carbon steel strip.

**Companies represented on agency basis:** Inoxium SA†, France; Peugeot-Loire, France.

## Frère-Bourgeois Commerciale SA

**Head office:** Boulevard Tirou 11, B 6000 Charleroi. **Tel:** 71 31 00 50. **Telex:** 51 223, 51 236. **Cables:** Frebourg Charleroi.

**Management:** Albert Frère (president), Henri Buhrin (secretary general), Edgard Givron (sales manager). **Trading personnel:** Product managers—J. Scory (overseas); H. G. Schumacker, J. Dulière and J. Melchior (CECA). **Capital:** BFr 2,500 million.

**Ownership:** SA Anc. Frère-Bourgeois Commerciale (51%); Belgian State (49%).

**Subsidiary & associates:** Sales—Frère-Bourgeois (USA) Inc†, USA; Frère-Bourgeois (UK) Ltd†, UK; Frère-Bourgeois France Sarl†, France; Frère-Bourgeois Italia, Milan; Frère-Bourgeois GmbH, Mannheim, West Germany; Coprosid, Paris; Transcometal GmbH†, Essen, West Germany. Distributors (stocks carried)—Grosjean SA, Belgium; Metaalhandel Vermeersch, Belgium; SA Dema, Belgium; Tilmetal.

**Activities:** Export agency. No stocks are carried at the parent company level.

**Products handled:** Long products (billets, merchant bars, beams, channels, wire rods), HR coils and plates.

**Companies represented on agency basis:** Sté Métallurgique Hainaut-Sambre SA, Belgium; Thy-Marcinelle Providence SA, Belgium; Laminoids du Ruau SA, Belgium; Laminoids d'Anvers SA, Belgium.

## Joseph Hachamoff (Belgium) Ltd, International Trade & Finance

**Head office:** Av. de la Toison d'Or 24, B 1060 Brussels. **Tel:** 02 512 04 04. **Telex:** 26272 habelg. **Cables:** Habelg.

**Management:** J. Hachamoff (president), A. J. Hachamoff (vice president). **Trading personnel:** See management. **Established:** 1959. **Capital:** BFr 1 million.

**Ownership:** Private. **Subsidiary & associates:** A.D. American Distributors Ltd, Belgium (import and export of chemicals).

**Activities:** Exporters.

**Products handled:** Construction steel.

**Members of:** Bourse Industrielle de Belgique.

## Harlow & Jones (Belgium) NV

**Head office:** Meirbrug 1, Bus 41, B 2000 Antwerp. **Tel:** 31 39 40. **Telex:** 31187. **Cables:** Harjones Antwerp.

**Management:** J. M. M. Aerts. **Established:** 1956. **Capital:** BFr 5 million. **Subsidiary & associates:** Member of the Harlow & Jones group.

**Activities:** Import/export.

**Products handled:** Prime steel and stainless steel.

**Members of:** Assn. Belge des Négociants Exportateur et Importateur (ABNEI).

## IBS International NV

**Head office:** Vestingstraat 33, B 2000 Antwerp. **Tel:** 031 31 17 23. **Telex:** 31499. **Cables:** Buildmetals Antwerp.



**BELGIUM****IBS International NV** (*continued*)

**Established:** 1962. **Capital:** Capital plus reserves: BFr 10 million. **Subsidiary & associates:** Correspondents and agencies, worldwide.

**Activities:** Worldwide trading/export.

**Products handled:** All steel products, special steel products, building materials. Also all non-ferrous products.

**Intramet**

**Head office:** Zone Industrielle, B 4133 Clermont-Sous-Huy. **Tel:** 41 75 32 91, 41 75 38 91. **Telex:** 42374 tramet b.

**Management:** G. V. E. Souiljaert (managing director). **Trading personnel:** Sales managers—M. Robbins (carbon special steel and alloy bars), J. Boutier (carbon special steel and alloy plates), I. Schiemy (stainless steel products). **Established:** 1974.

**Capital:** BFr 120 million. **Ownership:** Stappert Spezial Stahl Handel GmbH, West Germany.

**Activities:** Agents. Special steel stockholder.

**Products handled:** Carbon, alloy, stainless, etc. steel products.

**Companies represented on agency basis:** Creusot-Loire SA, France (long products and special steel bars); Sprint-Metal (stainless steel wire).

**Spril T.M. (International Trade of Metals)**

**Head office:** Avenue Montjoie 38, Bte. 20, B 1180 Brussels. **Tel:** 2 375 03 39, 2 375 04 29. **Telex:** 24225 itm bru. **Cables:** Intermetaux.

**Management:** Mrs. Nicole Ikonomoff (owner and manager). **Trading personnel:** A. Moeraert (secretary). **Established:** 1958. **Capital:** BFr 500,000. **Ownership:** Mrs. N. Ikonomoff.

**Activities:** Import/export of metallurgical products.

**Products handled:** Wire rods, merchant bars, ingots, billets, semis, beams, HR and CR coils, sheets, plates, strip, in prime, downgraded and second choice.

**C. Itoh & Co Ltd**

**Address:** Rue Montoyer 39, B 1040 Brussels. **Tel:** 2 511 7993. **Telex:** 62378 citoh b.

**A. Johnson & Co NV**

**Address:** Oudaan 22-4, Box 1, B 2000 Antwerp. **Tel:** 31 32 15 22, 31 32 05 89.

**Telex:** 31445 ajcobn b. **Cables:** Ajcobelg.

**SA Axel Johnson & Co NV**

**Head office:** Ave. de Tervuren 323, Bte 3, B 1150 Brussels. **Tel:** 02 7710017. **Telex:** 63270.

**Management:** E. Frijns (director).

**Activities:** Import and export agency, stocks carried.

**Products handled:** Stainless steel sheets, bars, tubes, fittings, welding products, etc.

**Companies represented on agency basis:** Avesta Jernverks AB, Sweden; Johnson Tube BV, Netherlands. Market areas covered: Belgium and Luxembourg.

**Koyo Europa NV**

**Address:** Lange Herentalsestraat 116, B 2000 Antwerp.

## Aciers Krupp Staal Sprl Pvba

**Head office:** Vierwinden 13 E, B 1930 Zaventem. **Tel:** 02 720 90 04. **Telex:** 22274. **Management:** André Purnode (managing director). **Established:** 1963. **Capital:** BFr 3,383,000. **Ownership:** Fried. Krupp Hüttenwerke AG (100%).

**Activities:** Import; stocks of CR and HR stainless steel sheets and plates at Zaventem. **Products handled:** All the Krupp programme, but mainly stainless steel strip, sheets, plates, bars, wire, forgings; carbon and alloy steel sheets, plates, bars, wire, forgings; tool steel sheets, plates, bars, forgings; high speed steels.

**Companies represented on agency basis:** Fried. Krupp Hüttenwerke AG, West Germany.

**Members of:** Chambre Syndicale des Marchands d'Aciers Spéciaux et de Qualité de Belgique, Chambre de Commerce de Brussels, Chambre de Commerce Belgo-Luxembourgeoise-Allemande, Chambre de Commerce Hal-Vilvoorde.

## Lauwers Schuchard Enterprises NV

**Head office:** Lange Winkelstraat 40-42, PO Box 646, B 2000 Antwerp. **Tel:** 031 34 03 30. **Telex:** 31 842 erela b. **Cables:** Rolausteel Antwerp, Schuchard Antwerp.

**Management:** M. Schuchard (board chairman), R. Lauwers (managing director), E. De Wachter (director), J. Van Dyck (director). **Trading personnel:** E. De Wachter (director and area manager, Africa), L. De Clerck (area manager, Middle East), H. Rikkers (area manager, America), R. Swennen (manager, chemical department). **Established:** 1951. **Capital:** BFr 46,500,000.

**Activities:** Export to all continents.

**Products handled:** Steel bars, sheets and plates; galvanized sheets and wire; steel pipes; fasteners; etc. Also non-ferrous metals, all types of building materials, chemicals.

## NV Mannesmann Import-Export SA

**Head office:** 55 Rue Vilain XIII, B 1050 Brussels. **Tel:** 02 640 10 14. **Telex:** 24 635 mannex b.

**Management:** P. Somssich (general manager), D. Saal (manager). **Trading personnel:** P. Somssich (management), D. Saal (sales), A. Houtaar (assistant, sales). **Established:** 1975. **Capital:** BFr 35 million. **Ownership:** Mannesmann Handel AG, West Germany. **Branches:** 133 Noorderlaan, B 2030 Antwerp (stockholding of seamless pipes according to ASTM-A335 and ASTM-A333/334—worldwide export).

**Activities:** Import/export; representation; no stock activity at Brussels office.

**Products handled:** Seamless and welded pipes round and sectional in carbon, alloy, stainless and heat-resistant steel; special and thick-walled tubes for mechanical engineering; precision steel tubes; tubular systems and serpentine; seamless steel gas cylinders and pressure vessels; fittings, flanges and special pieces of steel; plates and rounds of steel; oil country tubular goods according to API. Also tubes and fittings of polyethylene, off-shore construction, marine and industrial engineering and construction, poles and pylons.

**Companies represented on agency basis:** Mannesmann Handel AG, West Germany.

## Marubeni Benelux SA

**Head office:** 287 Avenue Louise, Bte. 3, B 1050 Brussels. **Tel:** 02 648 55 20. **Telex:** 21615. **Cables:** Marubeni Brussels.

## Maison F. Mathieu SA

**Head office:** Prinsesstraat 35, B 2000 Antwerp. **Tel:** 031 33 99 65. **Telex:** 31279 metal b. **Cables:** Metallicus Antwerp, Famasteel Antwerp.

**Management:** F. Lefever (general managing director), K. Boeykens (manager), P. Saey (manager), A. Bontekoe (power of attorney, area of responsibility Africa). **Trading**

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## BELGIUM

**Maison F. Mathieu SA** (*continued*)

**personnel:** F. Abraham, B. de Decker, M. Van Laer and L. Snijders (Middle East); J. Tielemans, J. de Vooght and R. Schillebeeckx (North, Central and South America); H. Collart and R. Robeyns (Europe and Far East). **Established:** 1910. **Capital:** BFr 100 million.

**Activities:** Worldwide export of all kinds of steel products. Agents in most overseas countries.

**Products handled:** Reinforcing round bars, merchant bars, I-beams, channels, wide flange beams, window sections, cold formed sections, shafting bars, HR and CR coils, sheets and plates, universal plates, galvanized sheets, prelacquered sheets, electro-galvanized sheets, wire rods, wire products, tubes and pipes, tinplates, light rails, billets, sheet pilings.

**Companies represented on agency basis:** Sacilor—Aciéries et Laminaires de Lorraine, France; Sollac—Sté Lorraine de Laminage Continu, France; AG der Dillinger Hüttenwerke, West Germany.

**Members of:** Assn. Belge des Négociants Exportateurs & Importateurs (ABNEI), Bourse Industrielle de Belgique.

**Micomet Benelux SA**

**Head office:** 150 Chaussée de la Hulpe, Bte. 11, B 1170 Brussels. **Tel:** 02 673 60 86. **Telex:** 23 848.

**Management:** Jacques Saey (general manager). **Trading personnel:** Mr. Napp and Mr. Laudert. **Capital:** BFr 100,000.

**Activities:** Import agency.

**Products handled:** Bars and wire rods in special steel.

**Companies represented on agency basis:** Ovako Oy, Finland.

**Mines, Minerais et Métaux SA**

**Head office:** 534 Avenue Louise, Bte. 1, B 1050 Brussels. **Tel:** 649 80 68. **Telex:** 21489 socmmb, 22999 minmmb, 22834 dasmmb. **Cables:** Socotroisem Brussels.

**Management:** General management—Louis Mikolajczak (managing director). Managers—Raymond Belpaire (assistant to managing director), Jean-Charles Beer, J. Jean Declève, P. Nève. **Established:** 1919. **Capital:** BFr 200 million. **Ownership:** Sté Générale de Belgique SA, Belgium. Imetal SA, France. **Subsidiary & associates:** Ferrobel GmbH, Wuppertal, West Germany; Socser Sté d'Echange avec les Pays de l'Est, Brussels; Indussa International SA, Brussels.

**Activities:** Import/export; agency.

**Products handled:** Basic and hematite pig iron. Also a wide range of ores, ferro-alloys and chemicals.

**Mitsubishi Corp**

**Address:** Rue du Commerce 34, B 1040 Brussels. **Tel:** 02 512 6630. **Telex:** 25509.

**Cables:** Mitsubishi Brussels.

**Management:** K. Masuda.

**NV Mitsui & Co Europe (Benelux) SA**

**Address:** 14th Floor, A.G. Building, 5 Place du Champ de Mars, B 1050 Brussels. **Tel:** 511 91 20. **Telex:** 22035. **Cables:** Mitsui Brussels.

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**DO NOT FORGET** to look in Late Notes for late entries and amendments.



## BELGIUM

**Produits Industriels Charles Monseur Sprl**

**Head office:** 5 Quai du Condroz, B 4020 Liège. **Tel:** 041 43 57 83. **Telex:** 41230 monse b. **Cables:** Fonteseur Liege.

**Management:** Léon Crepin (director). **Established:** 1919. **Ownership:** Private.

**Products handled:** Pig iron. Also ores, ferro-alloys, metals, graphite electrodes, refractories, residues.

**SA Léon D. Nahum et Fils**

**Head office:** Rue de Tenbosch 85-117, B 1050 Brussels. **Tel:** 5381975, 5382086. **Telex:** 21656. **Cables:** Nahum Brussels.

**Management:** Edgard Nahum (managing director). **Trading personnel:** E. Nahum (sales), J. Mertens (shipping), Y. Lafosse (administration and invoicing), N. Geerts (secretarial). **Established:** 1920. **Capital:** BFr 13 million plus reserves. **Ownership:** Nahum family and others.

**Activities:** Export.

**Products handled:** All steel materials, long and flat products, and steel wire.

**Nissho-Iwai (Benelux) SA**

**Address:** 4 Geomines Building, 2nd Floor, Rue de la Science, B 1040 Brussels. **Tel:** 02 512 47 31, 02 512 44 76, 02 511 22 83, 02 512 10 22. **Telex:** 21627, 62436 nic brr b. **Cables:** Nisshoiwai Brussels.

**Oxybel SA**

**Head office:** Rue de l'Île Monsin 109, B 4020 Liège. **Tel:** 041 64 44 80. **Telex:** 41 329 oxbel. **Cables:** Oxybel Liege Belgium.

**Management:** Jean Dumon (managing director), Charles Lejeune (director), Willy Delvaux (sales manager), Jacques Thyssen (chief accountant). **Established:** 1964.

**Capital:** BFr 70 million. **Subsidiary & associates:** Eurinbel SA (tinplate secondaries, tinmill blackplate, Skinplate on galvanized and aluminium base).

**Activities:** Import/export; flame-cutting, decoiling and shearing.

**Products handled:** HR steel sheets and coils including chequered tear plates, heavy plates from 10 to 350 mm thick, CR steel sheets and coils, galvanized plain steel sheets, stainless steel sheets.

**Comptoir Panaméricain Sidérurgique SA**

**Head office:** 5 Place du Champ de Mars, Bte. 52, B 1050 Brussels. **Tel:** 02 511 72 00. **Telex:** 2 21 397, 2 21 784. **Cables:** Compansid Brussels.

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## BELGIUM

**Comptoir Panaméricain Sidérurgique SA** (*continued*)

**Management:** G. Kaul (president, managing director), A. Dechamps (director), P. Huygen (director), J. P. Ananian (director), A. Staff (finance manager). **Trading personnel:** Managers—P. Huygen (rolling mill products), G. Davignon (flat products), J. P. Ananian (wire and tube products), B. Winkel (off-shore), E. Merckx (shipping).

**Established:** 1950. **Capital:** BFr 200 million (plus reserves BFr 31,151,515).

**Subsidiary & associates:** Subsidiaries—Inpescasa (Industrias de la Pesca Canaria SA (92%), Canary Islands (canning factory); Duratex Europe SA (50%), Brussels (hardboard trading); Colsa SA (50%), Brussels (shipping line). Associated—Panamerican Trade Development Corp†, New York (steel and metallurgical product trading); Panambra SA, São Paulo (trading); Ferrum CA†, Caracas (steel trading); Argostal SA, Mexico (trading); Pantecnica SA†, Bogotá (trading); Electro Dynamique Belge SA (2.5%), Libramont, Belgium.

**Activities:** Trader, import/export merchants (no stocks carried). Also producer of cultured quartz for electronics and cotton tips.

**Products handled:** All steel and metallurgical products. Main areas covered: North, South and Central America, Africa, Western Europe.

**Companies represented on agency basis:** Cockerill, Belgium (tinplate), covering Brazil; Le Fer Blanc SA†, France (Usinor and Sollac) (tinplate), covering Mexico; Covefi SA, France (Cockerill and Châtillon) (grain oriented steel sheets), covering Brazil and Mexico; Creusot-Loire SA, France (special steels), covering Brazil. All other steel products handled as merchants.

**Members of:** Assn. Belge des Négociants, Exportateurs et Importateurs (ABNEI).

**Philipp Bros. (Belgium) SA**

**Address:** Avenue Louise 326, Bte. 41, B 1050 Brussels. **Tel:** 02 640 55 00. **Telex:** 21622, 21634. **Cables:** Phibrobelg.

For further details please see **Late Notes**.

**Precision Metals NV**

**Head office:** Leuvensesteenweg 641, B 3072 Zaventem (Nossegem). **Tel:** 02 759 79 90. **Telex:** 23856.

**Management:** Brien W. Knight (president); Victor Peeraer, Roy C. Stephenson and Derek F. Willows (directors). **Trading personnel:** Mrs. Ann Blondeau (sales), Mrs. Monique de Greef (administration). **Established:** 1973. **Capital:** BFr 3 million.

**Ownership:** Knight Strip Metals Ltd† (75%). **Subsidiary & associates:** Knight Strip Metals Ltd† (steel stockholders and processors), Knight Precision Wire Ltd (wire stockholders and processors), Sterling Precision Equipment Ltd (metal pressings and assembly), Sterling Springs Ltd (spring manufacturers), Precision Strip SA (steel trading).

**Activities:** Importer/exporters; stockholders and processors of steel strip, tube and wire.

**Products handled:** Stainless steel (strip and coil), spring steel (hardened and tempered and annealed), mild steel strip, stainless steel wire, stainless welded tube and fittings. Also beryllium copper strip, nickel strip.

**Members of:** Fabrimetal, British Chamber of Commerce.

**Primary Steel SA**

**Head office:** AG Building, Place du Champ de Mars 5, B 1050 Brussels. **Tel:** 02 511 06 87. **Telex:** 24204. **Cables:** Steelprim Brussels.

**Management:** Managing director—Martin Shaw. Directors—Viktor Burhardt (Belgium), Charles D. Davis (UK), Vic Parker (USA), Paul Charlet (Belgium). **Trading personnel:** Paul Charlet (export sales and purchases covering USA, Europe, Middle East, Far East). **Established:** 1968. **Capital:** BFr 5 million. **Ownership:** Primary Industries Corp†, USA. **Subsidiary & associates:** Primary Industries Corp†, New York

**BELGIUM****Primary Steel SA** *(continued)*

(steel and non-ferrous trading); Primary Steel Inc, New York (steel and non-ferrous trading); Primary Export Corp, New York (steel and non-ferrous trading); Primary Industries Trading GmbH, Düsseldorf (steel and non-ferrous trading); Primary Industries (UK) Ltd, London (international steel trading); Lonconex Ltd, London (non-ferrous trading); Primary Industries Trading SA, Fribourg, Switzerland (steel and non-ferrous trading); Primary Industries (Far East) Corp, Tokyo (steel and non-ferrous trading); Primary do Brasil, Rio de Janeiro (steel and non-ferrous trading); Primary Steel (Nigeria) Ltd, Lagos (steel trading; technical agencies); Primary Industries (Middle East) Corp, Tehran (steel and non-ferrous trading). Also offices in Washington, New Delhi and Bombay.

**Activities:** International steel trading; stocks of electrical sheets carried in Belgium.

**Products handled:** Electrical sheets, steel semis, HR coils and plates, CR and galvanized sheets and strip, tinplate, wire rods, merchant bars and rebars, gas and water tubes, sheet piling, API pipe and casing.

**Members of:** Bourse Industrielle de Belgique (Brussels Bourse).

**Emile Regniers & Co**

**Head office:** 9 Quai de Flandre, B 6000 Charleroi. **Tel:** 071 32 45 40. **Telex:** 51220. **Cables:** Eregniers.

**Management:** Michel Regniers and Guy Regniers (managing directors). **Trading personnel:** Willy Renard (manager), Robert Jaucot (assistant), Philippe Dubay (assistant). **Established:** 1890. **Capital:** BFr 17 million. **Ownership:** See management. **Subsidiary & associates:** Emile Regniers & Co (London) Ltd (glass imports from Belgium); Soperco, Soignies, Belgium (machinery).

**Activities:** Export.

**Products handled:** All rolled steel products including tinplate, tubes, wire and wire products. Also metals, chemicals, glass, hardware, machinery.

**H. J. van der Rijn SA**

**Head office:** Brekerlaan 51, PO Box 17, B 1703 Asse-Kobbegem. **Tel:** 02 452 87 80. **Telex:** 22 131.

**Management:** J. van Reyment and H. G. L. Snelders. **Trading personnel:** L. Abrams (sales manager), J. Coolen (purchase manager). **Established:** 1953. **Capital:** BFr 29,233,000. **Ownership:** Billiton group (member of the Royal Dutch/Shell group). **Activities:** Import/export; stockists of stainless steel plates, sheets, bars, seamless and welded tubes and pipes; alloy steels, T1, Cor-ten.

**Pvba Saey**

**Head office:** Industrielaan 4, B 8710 Kortrijk-Heule. **Tel:** 056 35 42 00. **Telex:** 85310.

**Management:** Jean Saey and Fernand Saey (executive directors). **Trading personnel:** Jean Saey, Fernand Saey, Leon Saey and Jacques Saey (managers). **Established:** 1810. **Capital:** BFr 98 million (capital and reserves). **Ownership:** Saey family.

**Activities:** Wholesale, distributors, stocks held.

**Products handled:** Steel products. Also hardware, appliances, household goods.

**Salzgitter Belgique Sprl**

**Head office:** 70 Avenue Joseph Baeck, Bte. 14, B 1080 Brussels.

**Sammisa Europe Corp NV**

**Address:** Amerikalei 220, B 2000 Antwerp. **Tel:** 31 37 55 87-9. **Telex:** 34879 samant b. **Cables:** Sammisa Antwerp.

## BELGIUM

**Sammisa Europe Corp NV** (continued)

**Management:** Jin Suk Shim (director). **Trading personnel:** Kwang Soo Kim (tubular products, fasteners, cutting tools), Doo Hyun Nahm (flat rolled products, bars, billets). **Established:** 1973. **Capital:** BFr 1,500,000. **Ownership:** Sammisa Co Ltd, South Korea. **Subsidiary & associates:** Sammisa Co Ltd, Düsseldorf. **Products handled:** See under management.

**Sandvik SA (Belgium) NV**

**Head office:** Chaussée de Louvain 1188, B 1200 Brussels. **Tel:** 02 720 49 30. **Telex:** 02 21216. **Cables:** Sandvik. **Ownership:** Sandvik AB, Sweden. **Activities:** Market area covered: Belgium and Luxembourg.

**Scandex Steel SA**

**Head office:** 203 Avenue Louise, Bte. 3, B 1050 Brussels. **Tel:** 02 640 76 76. **Telex:** 63618.

**Management:** Hans Somer (managing director).

**Activities:** Scandex Steel is an independent privately owned steel trading organisation specialising in steel semis (billets, blooms), steel scrap, rerolling materials.

**Companies represented on agency basis:** Svenskt Stal AB (SSAB), Sweden (semi-finished products division, in North America and specific Far Eastern areas).

**Sepulchre Frères & Cie SA**

**Head office:** Avenue des Nénuphars 19, B. 6, B 1160 Brussels. **Tel:** 672 23 35. **Telex:** 02 21525. **Cables:** Beleast Brussels.

**Management:** Daniel F. Sepulchre and Frédéric Sepulchré (administrateurs directeurs). **Established:** 1932. **Capital:** BFr 10,500,000. **Subsidiary & associates:** Eskens' Handelsmaatschappij BV, Amstelveen, Netherlands; Sepulchre Bros. (India) Ltd, Bombay, India.

**Activities:** Sole agents for Bethlehem Steel Export Corp† for Belgium and Luxembourg. Exports of non-ferrous metals and chemicals; imports of chemicals and machinery.

**SA Aciers Sidero Stalen NV**

**Head office:** Avenue Firmin Lecharlier 152-162, B 1090 Brussels. **Tel:** 02 428 91 50. **Telex:** 21 643 sidero b. **Cables:** Sideracier.

**Management:** A. Michiels (managing director), M. Kleinplac (commercial manager), J. J. Bouzin (chief accountant). **Trading personnel:** P. Adam (steels), A. Vanden Driessche (steels), M. Galle (tools-hardfacing alloys). **Established:** 1944. **Capital:** Capital plus reserves: BFr 45 million.

**Activities:** Import, agencies, stocks, some export.

**Products handled:** Tool steels, alloy engineering steels, stainless and heat resisting steels (bars, sheets, plates, tubes, forgings, castings, dished ends, decorative tubing); hollow bars; honed bore tubes; mechanical and pressure tubes. Also carbide tips (Stellite).

**Companies represented on agency basis:** Including TI (Export) Ltd, UK (tubular products from TI Steel Tube Division); Sté des Aciers Fins de l'Est, France (engineering steels); Aciéries de Champagnole, France (high speed steels); Outokumpu Oy, Finland (stainless steel sheets); Dörrenberg Edelstahl GmbH, West Germany (stainless, heat/wear resistant castings); Fonderie Officine Rovelli Srl, Italy (stainless steel welded tubes and pipes, decorative tubes); Haato-Tuote Oy, Finland (large diameter welded tubes).



**BELGIUM****Sidmétal SA**

**Head office:** Avenue de la Couronne 96, B 1050 Brussels. **Tel:** 02 647 58 10, 02 649 94 55-7. **Telex:** 21306. **Cables:** Sidmetal.

**Management:** P. Anselme (président and general manager), A. de Cunchy (administrator), L. Leboutte (administrator). **Trading personnel:** P. Anselme, M. de Gieter, V. Rasic, A. Pierni, M. Sissoko. **Established:** 1957. **Capital:** BFr 25 million.

**Ownership:** Private. **Subsidiary & associates:** Sidmétal-Sénégal SA, Dakar, Senegal; Sidmétal-Haute-Volta, Ouagadougou, Volta.

**Activities:** Steel stockists, exporter/importer, mill agent.

**Products handled:** Billets, slabs, wire rods, rebars, plates, sheets, strip, wire, wire nails, wire mesh, tubes, pipes and fittings. Also nuts and bolts.

**Soconord SA (Sté Commerciale & Industrielle du Nord)**

**Head office:** 66 Rue de Livourne, Boîte 6, B 1050 Brussels. **Tel:** 537 12 40. **Telex:** 21 820. **Cables:** Soconord Brussels.

**Management:** Jacques-P. Focquet (chairman), Simon N. Bauvin (manager), André Volont (manager). **Trading personnel:** Jacques Schueremans and Bernard Lambert (trading executives). **Established:** 1961. **Capital:** Capital and reserves: BFr 265 million. **Ownership:** Private. **Subsidiary & associates:** Soconord Corp, Houston (suppliers and agents); SA Stiroil, Brussels (suppliers and agents iron and steel).

**Branches:** Houston, Milan, Buenos Aires.

**Activities:** Mill export agents and distributors.

**Products handled:** Steel pipes and tubes for all uses, oil country tubular goods, gas and line pipes and accessories for oil and gas industries.

**Companies represented on agency basis:** Dalmine Siderca Saic, Argentina (steel pipes); Tamsa—Tubos de Acero de México SA, Mexico.

**Members of:** Belgian Assn. of Importers & Exporters, International Pipe Line Contractors Assn.

**SA Stiroil**

**Address:** 283 Avenue Louise, Brussels. **Telex:** 23096.

**Activities:** Suppliers and agent in iron and steel.

**Sumitomo Benelux SA NV**

**Address:** 207-209 Bd. Auguste Reyers, B 1040 Brussels. **Tel:** 02 735 81 00. **Telex:** 21038 a sumit b. **Cables:** Sumitomo Brussels.

**Svenska Uddeholm NV**

**Head office:** Luchthavenlaan 25-27, B 1800 Vilvoorde. **Tel:** 02 252 06 07. **Telex:** 21545.

**Management:** L. Hallergård (general manager), R. Everaert (sales director, stainless, Nyby Uddeholm division), R. Polleunis (sales director, tooling). **Established:** 1948.

**Capital:** BFr 10 million. **Ownership:** Uddeholms AB, Sweden.

**Activities:** Import agency. Stocks in Vilvoorde and Antwerp.

**Products handled:** Tool steel and components for plastic mould bases and blanking tools (Uddform-Sustan), stainless steel (plates, bars, tubes, fittings, wire, wire rope), strip steel (hardened and unhardened).

**Companies represented on agency basis:** Uddeholms AB (tooling centre), Sweden; Nyby Uddeholm AB, Sweden (stainless steels); Uddeholm Strip Steel AB, Sweden (strip steel). Market areas covered: Belgium and Luxembourg.

**Tennco Europe SA**

**Head office:** Rue de Livourne 7, B 1050 Brussels. **Tel:** 2 538 89 80. **Telex:** 23163.

## BELGIUM

**Tennco Europe SA** (*continued*)

**Management:** John Gilbert (managing director). **Established:** 1964. **Ownership:** C. Tennant Sons & Co of New York†, USA.

**Thyssen Belge SA**—see Thyssen Stahlunion GmbH, West Germany

**Louis A. Tilmant & Co SA**

**Head office:** 33 Boulevard Tirou, B 6000 Charleroi. **Tel:** 071 32 01 44. **Telex:** 51248. **Cables:** Loutil Charleroi.

**Management:** Louis A. Tilmant (president), Pol Tilmant (vice president). **Trading personnel:** See management. **Established:** 1954. **Capital:** BFr 12,500,000. **Subsidiary & associates:** Associated—Tilmetal SA, Charleroi (stockholders and service centre—sections and merchant bars).

**Activities:** Export.

**Products handled:** Joists, beams, columns, channels, merchant bars, sheets and plates. Stocks are carried by associated company.

**TradeArbed Belgium**

**Address:** Rue de Trèves 74, B 1040 Brussels. **Tel:** 2301020. **Telex:** 21398 trated b. **Cables:** Trated Brussels.

**Unit International SA**

**Head office:** 94 Avenue Louise, B 1050 Brussels. **Tel:** 5118141-2. **Telex:** 26727 unitsa b, 21011 unitsa b. **Cables:** Unitsa.

**Management:** U. Aysal (administrateur délégué, directeur), P. Rittweger de Moor (administrateur). **Trading personnel:** Z. Mengüç Okan (commercial manager). **Established:** 1974. **Capital:** BFr 10 million. **Ownership:** Eurotrans Holding SA, Luxembourg. **Branches:** Bucharest, Rumania; Istanbul, Turkey.

**Activities:** Import/export.

**Products handled:** Pig iron, ingots, blooms, reinforcing bars, merchant bars, joists and channels, HR and CR coils/sheets, wire rods, wire products, tubes, stainless steel, quality steel, scrap. Also non-ferrous metals.

**Usinor-Vente (Benelux)**

**Head office:** Agence de Vente pour le Benelux, 350 Avenue Louise, B 1050 Brussels. **Tel:** 649 99 15. **Telex:** 25880.

**Management:** E. Ninin (chef d'agence). **Established:** 1972. **Ownership:** Usinor group, France.

**Activities:** Sales in Benelux.

**Products handled:** Steel plates, HR and CR sheets, coils, joists and sections, galvanized sheets, pre-coated sheets.

**Companies represented on agency basis:** Usinor—Union Sidérurgique du Nord et de l'Est de la France, France; Galvanor/Coloracier—SA de Construction et de Galvanisation de Montataire, France.

**NV Metaalhandel Vermeersch**

**Head office:** Koning Boudewijnlaan 35, B 9030 Wondelgem (Ghent). **Tel:** 91 268211. **Telex:** 11585. **Cables:** Vermetal.

**Management:** Paul Vermeersch (chairman), Eddy Vermeersch (general manager).

# VESTA ANTWERP

P.V.B.A.

**Stockholders & International Traders  
in all Steel Products**

Vesta Antwerp P.V.B.A.  
Frankrijklei 8 Bus 2,  
2000 Antwerp,  
Belgium.  
Tel. (31) 327890  
Telex 72238

**vesta**

**NV Metaalhandel Vermeersch** (*continued*)

**Trading personnel:** Jose Lioen (sales manager). **Established:** 1922. **Capital:** BFr 185,500,000. **Ownership:** Vermeersch family (49%); SA Grosjean, Bouffioux (51%).

**Subsidiary & associates:** Pvba Craco (CR profiles), NV Cramouer (metal structures), NV New Scaffo (scaffolding and reinforcing bars), SA Carconstruct (metal structures).

**Branches:** Kloosterstraat 61-3, B 2710 Hoboken.

**Activities:** Import and export of all steel products, long as well as flat products. An average stock of 40,000 metric tons. Hot and cold decoiling lines.

**Products handled:** Merchant bars, reinforcing bars, beams, plates (HR, CR, galvanized), HR and CR coils, heavy plates.

**Members of:** Groupement des Marchands de Fer de Belgique; Fédération Internationale des Associations de Négociants en Aciers, Tubes et Métaux.

**Vesta Antwerp Pvba**

**Head office:** Frankrijklei 8, Bus 2, B 2000 Antwerp. **Tel:** 32 78 90. **Telex:** 72238.

**Cables:** Vesta Antwerp.

**Management:** G. Vets (managing director). **Trading personnel:** See management.

**Established:** 1979. **Capital:** BFr 5 million. **Ownership:** Private.

**Activities:** Import/export.

**Products handled:** General trading in all steel products including HR plates and sheets, CR plates, sheets and galvanized sheets all in coils and plates; bars; sections; wire rods. Also building materials.

**SA Otto Wolff (Benelux) NV**

**Head office:** Rue Belliard 93, Bte. 1, B 1040 Brussels. **Tel:** 02 230 58 20. **Telex:** 21653.

**Management:** K. Kemke (director), Ch. Dubois (manager), J. Blommaert (manager).

**Established:** 1961. **Capital:** BFr 6 million. **Ownership:** Wholly-owned subsidiary of Otto Wolff Handelsgesellschaft mbHt, West Germany.

**Activities:** Import/export agency.

**Products handled:** Rolled steel. Also plastic building products.

# Bermuda

**Pearman Watlington & Co Ltd**

**Head office:** PO Box 840, Hamilton 5. **Tel:** 809 29 5 3232. **Telex:** 3534. **Cables:** Triton.

**Management:** Sir John W. Cox (president), Eugene P. Mayor (vice president, retail sales division), Gregory D. Haycock (secretary and treasurer). **Trading personnel:** Harry Bourne (structural steel), Ellison Smith (reinforcing rods, pipes, angle iron, etc.).

**Established:** 1844. **Ownership:** Sir John W. Cox, Eugene P. Mayor, Gregory D. Haycock, Michael J. Cox and Henry C. D. Cox. **Subsidiary & associates:** Hygeia Co (landholdings), Otis Elevator Co (operating co., for Otis Elevator Franchise).

**Activities:** Importers, stockists.

**Products handled:** Structural steel, reinforcing bars and mesh, galvanized pipes, flat galvanized bars, galvanized hollow square sections.

**Companies represented on agency basis:** British Steel Corp (BSC), UK (reinforcing bars and mesh, galvanized pipes, flat galvanized bars).

**DO NOT FORGET** to look in Late Notes for late entries and amendments.



# Bolivia

## Cosin Ltda—Cía de Servicios Internacionales Ltda

**Head office:** Av. 16 de Julio 1800, piso 12, PO Box 5993, La Paz. **Tel:** 34 34 41, 37 96 45. **Telex:** Via WUI or RCA 5569 cosin bx. **Cables:** Cosin.

**Management:** W. Alejandro Vega Dencker (general manager), Gregorio Vega Navia (manager), Ruffo Miranda Urquidi (industrial division director), Maria de Miranda (financial), Susana Rodríguez (quotations). **Trading personnel:** Ruffo Miranda Urquidi (industrial division), Gonzalo Reyes (sales, industrial products), Ricardo Ramos (sales, supporting programmes), Humberto Pinto (sales and distribution, non La Paz areas).

**Established:** 1975. **Capital:** US\$100,000 (actual). **Ownership:** Five main shareholders—Gregorio Vega Navia, Willma Dencker, Alejandro Vega, Rodolfo Vega and Maria Miranda. **Subsidiary & associates:** Andes-Cosin Industrial & Mining Co.

**Activities:** Import/export representative, stocks currently held.

**Products handled:** Steel for mining, petroleum, construction and other industries.

**Companies represented on agency basis:** Republic Steel Corp, USA; Wheatland Tube Co, USA and Ermeto Equipamentos, Brazil. **Products—steel, conduit/fittings, seamless black pipe/fittings.** Market area covered: Bolivia.

## Sdad Comercial e Industrial Hansa Ltda

**Address:** Cajón Correo 1402, La Paz. **Tel:** 544 25, 544 45. **Telex:** 5261 bx. **Cables:** Hansa.

## Marubeni Corp

**Address:** Av. Mariscal Santa Cruz 1285, Edificio Bolívar, 4° piso, Oficina 403, Casilla 5943, La Paz. **Tel:** 2 4160. **Telex:** 3560049. **Cables:** Marubeni Lapaz.

## Proindus Ltda

**Head office:** Edif. Esperanza, piso 9°, Avda. Mariscal Sta. Cruz, La Paz. **Tel:** 361715. **Telex:** 5423. **Cables:** Proind Lapaz.

**Management:** Alejandro Nicetas Krziwan (manager). **Trading personnel:** René Elío, Enrique Catacora, Mario Melean, Mrs. Esther Banach, Mrs. L. Salmon, Mrs. Virginia de Loayza. **Established:** 1973. **Capital:** B\$250,000. **Subsidiary & associates:** Linale & Weiss SA and Hansa Ltda, La Paz.

**Activities:** Representation and industrial promotions.

**Products handled:** Iron and steel products. Also building material, machinery and spare parts.

**Companies represented on agency basis:** Mitsubishi Corp†, Japan; Ferrostaal AG†, West Germany; Gurmendi SA, Argentina; Antwerp Steel SA. Market areas covered: Argentina, Brazil, Chile, etc.

## Sumitomo Corp

**Address:** Calle Sucre 49, Cajon Postal 3584, Santa Cruz. **Tel:** 35551, 29388. **Telex:** 4257 sumitsc bv, 7702 sumitsc bx. **Cables:** Sumitomo Santacruzbolivia.

## Tennant Commercial (Bolivia) SA

**Head office:** Edificio Colon, piso 12, Oficina 1, Casilla 2657, La Paz. **Tel:** 356 082, 341 308. **Telex:** 3560016. **Cables:** Tennant/s.

**Management:** Fernando Espana (managing director), Rolando Navarro (commercial manager). **Established:** 1955. **Ownership:** C. Tennant Sons & Co of New York†, USA.

# Brazil

## Alfar Consultoria Internacional Ltda

**Head office:** Avenida Ataulfo de Paiva, 1079 sala 604, 22440 Rio de Janeiro, RJ.  
**Tel:** 274 7496. **Telex:** 2122927.

**Management:** J. Haroldo Falcão and Flavio M. Quadros (directors, steel and other metals). **Trading personnel:** See management. **Established:** 1975 (as Alfar Comércio Exterior Ltda). **Capital:** Cr\$100,000. **Ownership:** J. Haroldo Falcão (50%); Flavio M. Quadros (50%).

**Activities:** Import/export agency.

**Products handled:** All types of steel. Also other metals.

**Companies represented on agency basis:** UNA Corp, USA (special steels).

## Marcel Blum Importação, Exportação e Representações Ltda

**Head office:** Rua Dr. Vila Nova 44, Vila Buarque, PO Box 6429, 01222 São Paulo.  
**Tel:** 221 9885, 221 7358. **Telex:** 011 21146 mbir br. **Cables:** Blumfils.

**Management:** Director managers: Marcel Blum (founder), Liliana Blum, Jerry Blum.

**Trading personnel:** See management. **Established:** 1954. **Capital:** Cr\$1,193,805.

**Ownership:** Marcel Blum (33.33%), Liliana Blum (33.33%), Jerry Blum (33.33%).

**Activities:** Began as metal and steel foreign representatives, continued as representatives in ores, metals, steel and alloys. Importers, exporters of auto spare parts and iron and steel products.

**Products handled:** All kinds of steel, including stainless steel. Also ores, metals and their alloys.

**Companies represented on agency basis:** NV Bekaert Overseas, Belgium (all types of steel wire production). Market areas covered: Brazil.

**Members of:** Associação Comercial de São Paulo, Correspondent São Paulo Syndicate of Representatives.

## Brasvit Comércio, Importação e Exportação Ltda

**Head office:** Avenida Presidente Vargas 290, Suite 708-14, Rio de Janeiro. **Tel:** 253 38 82. **Telex:** 021 21361, 021 22127. **Cables:** Brasvicor.

**Management:** Vittorio Tedeschi (president), Miloslaw Wawra (import manager), Francisco Cirqueira Filho (financial manager), Pedro Paulo Oliveira (chief accountant), Gerhard Wille (sales manager), Henrique Guimares (manager, São Paulo branch), Mrs. Rina Maloum (manager, international division).

**Trading personnel:** See management. **Established:** 1965. **Capital:** Cr\$20 million. **Ownership:** Vittorio Tedeschi, Berta de Medina Tedeschi, Allegra Abram Tedeschi. **Branches:** São Paulo and agents in the principal industrial localities of Brazil.

**Activities:** Import/export, agents, representatives.

**Products handled:** Stainless steel. Also industrial chemicals, non-ferrous metals, general equipment.

**Companies represented on agency basis:** Including Republic Steel Corp, USA (stainless steel tubes, pipes, bars, sheets).

## Caemi Internacional SA—Comércio e Representações

**Head office:** Av. Graça Aranha 26, 15° andar, CEP 20005, Rio de Janeiro. **Tel:** 2225171, 2444822. **Telex:** 21 21470, 21 23774.

**Management:** Directors—Samuel Fineberg (president), Vinicius Ferraz Machado, Alfredo Américo de Souza Rangel, Sergio Luiz de Menezes Majella, Frederico José da Cunha Mendonça e Menezes. **Trading personnel:** Jacques Canaud (manager), Paulo de H. Lima (assistant), Luis Eduardo Coutinho (assistant). **Established:** 1972. **Capital:** Cr\$70 million. **Ownership:** Cia Auxiliar de Empresas de Mineração—Caemi.

**BRAZIL****Caemi Internacional SA—Comércio e Representações** (*continued*)

**Subsidiary & associates:** Aços Anhanguera SA (Acoansa), Brazil (steel); Siderúrgica Sete Lagoas Ltda (pig iron); Caemi International SA, Brussels; Caemi International Ltd, London; Caemi International BV, The Hague; Caemi International Inc, New York; Caemi International Srl, Genoa; and Caemi International SA, Bilbao. All offices outside Brazil are engaged in sales of minerals for the steel industry, pig iron, ferro-alloys, coke and coal, steel products, ship chartering.

**Activities:** Import, export; import/export agency.

**Products handled:** Steel, pig iron, coal, ferro-alloys, metallurgical coke.

**Companies represented on agency basis:** Bethlehem Steel Export Corp., USA (representative for Brazil and Argentina); Cia Siderúrgica Pains (CSP), Brazil (grinding balls) covering Chile; Aços Anhanguera SA (Acoansa), Brazil (non flat special steels) covering Argentina, Chile and Peru.

**CMC—Comércio de Metalls Ltda**

**Head office:** Av. Paulista 2006, 7º andar, conj. 703-5, 01310 São Paulo, SP. **Tel:** 011 284 9644. **Telex:** 1123096 saifbr.

**Management:** Guenther Vollmers (managing director). **Established:** 1977.

**Ownership:** Commercial Metals Co, Switzerland.

**Activities:** Import of stainless steel, steel, aluminium, nickel alloys. Sales in North and South America.

**Elkem Brasil Participacoes Ltda**

**Address:** Caixa Postal 218 ZC 00, Rio de Janeiro, GB. **Tel:** 21 252 1414. **Telex:** 2121985.

**Export-Union Düsseldorf Ltda**

**Address:** Edifício Italia, Avenida São Luiz 50-27, conj. 272-C, 01046 São Paulo. **Tel:** 25 73 469. **Telex:** 1124558.

**Imexbra Representações Ltda**

**Head office:** Rua Acre 83, Salas 306, 20081 Rio de Janeiro, RJ. **Tel:** 223 0920. **Telex:** 2122396 cepr br.

**Management:** Osvaldo Sicardi (president). **Established:** 1980. **Capital:** Cr\$100,000.

**Activities:** Import/export agency, no stocks carried.

**Products handled:** Pig iron, steel ingots, slabs, blooms, billets, plates, HR and CR flat products, wire rods, reinforcing bars, structurals, merchant bars, tinplate, stainless steel, tubular products, raw materials, scrap, secondaries.

**Interbras SA—Petrobras Comércio Internacional**

**Head office:** Rua do Rosario 90, Rio de Janeiro. **Tel:** 021 296 2033. **Telex:** 021 21709.

**Management:** Sergio Barcellos (executive vice president); Edson G. Leitao, Fragoso Senra and Raul Campos (directors). **Trading personnel:** Augusto Almeida (manager, manufactures), Frederico Amorim (manager, metals). **Established:** 6 years (1980).

**Ownership:** Petrobras SA. **Subsidiary & associates:** Interbras Cayman Co; Interbras Sarl, Paris; Interior Trade Inc, New York. **Branches:** London; Caracas; Baghdad; Tehran; Buenos Aires; Brasília, Santos, Franca and Novo Hamburgo, Brazil.

**Activities:** International trading.

**Products handled:** Steel slabs, ingots, blooms, billets, bars, wire rods, wire, angles, beams (H, T, U, I), rolled sheets and coils, tubes, grinding balls, alloy steel, galvanized sheets and coils, tinplate sheets; foundry, nodular and steelmaking pig iron; non-ferrous metals; ferro-alloys; commodities; chemicals; etc.

## C. Itoh do Brasil SA

**Addresses:** Edif. Grande São Paulo, Rua Líbero Badaro 425, 10º e 11º andares, Caixa Postal 8028, CEP 01009; São Paulo (Tel: 239 227, 34 3923, 35 7577, 35 8639, 36 4481, 37 1624. Telex: 1121835 itoh br. Cables: Citohco Saopaulo); Rua Melvin Jones 35, 5º/6º andares, Caixa Postal 1803 ZC 00, Rio de Janeiro, RJ (Tel: 224 0842. Telex: 2122678 itoh br. Cables: Citohco Riodejaneiro); Rua dos Guajajaras, 410 s/1005 A 1009, Caixa Postal 1009, 30,000 Belo Horizonte, MG (Tel: 031 224 5933, 224 5562, 224 5775. Telex: 031 1454 itoh br. Cables: Citohco Belohorizonte).

## J.D.G. Comércio Internacional Ltda

**Head office:** Rua Barata Ribeiro 391, Sala 804, CEP 22040, Rio de Janeiro. **Tel:** 021 257 0827. **Telex:** 021 31038 jdgi br.

**Management:** Jorge Dias Garcia (president), Jorge Dias Garcia Jr. (assistant).

**Trading personnel:** See management. **Established:** 1978. **Capital:** Cr\$100,000.

**Ownership:** Jorge Dias Garcia (80%).

**Activities:** Main objective is to act as agent (import and export) for ores, steel, non-ferrous metals, ferro-alloys. Most business is to export from several Brazilian sources to the firms represented or for third buyers.

**Products handled:** Pig iron; steel—plates (HR and CR), tinplates, beams, angles, wire, reinforcing bars. Also non-ferrous metals and ferro-alloys.

**Companies represented on agency basis:** Including B. S. Livingston & Co Inc, USA; Eisenlegierungen Handelsges.mBh, West Germany; Greg-Gary International Corp, USA; Ferro Metal & Chemical Corp, UK.

**Members of:** Associação Comercial do Rio de Janeiro.

## A. Johnson & Co do Brasil Indústria e Comércio Ltda

**Head office:** Room 512-9, Av. Paulista 1471, 01311 São Paulo, SP. **Tel:** 284 0225, 285 4768. **Telex:** 011 22454 amnor.

**Management:** Fernando José Mota Miranda (general manager), Jan Nystrom (financial manager), Eduardo Henry Moreira (sales manager). **Established:** 1932.

**Capital:** Cr\$2 million. **Ownership:** A. Johnson & Co HAB, Sweden.

**Activities:** Import/export agency; stocks not carried.

**Products handled:** Stainless steel sheets, plates, wire and electrodes.

**Companies represented on agency basis:** Avesta Jernverks AB, Sweden.

## Agencia Marítima Johnson Ltda

**Address:** Rua Libero Badaró 152, 18th Floor, PO Box 4449, 01000 São Paulo. **Tel:** 35 4138. **Telex:** 11 22454 amjo br.

## Kanematsu-Gosho do Brasil Comércio e Indústria Ltda

**Head office:** Rua Araujo 244, 3º andar, Caixa Postal 5033, São Paulo. **Tel:** 257 7833. **Telex:** 01121395. **Cables:** Kanegold.

**Branches:** Rua Uguiana 39, Sala 1701, Rio de Janeiro, RJ (Tel: 231 1662, 224 3975, 252 1625, 221 9989. Telex: 02121163. Cables: Kanegold).

## Kawasho Internacional Comércio do Brasil Ltda

**Address:** Av. Nilo Peçanha 50, S/1918, Rio de Janeiro, RJ. **Tel:** 221 1045, 221 1290. **Telex:** 2122984 kibc br. **Cables:** 210 33 Kawasho.

## Kawatetsu Bussan do Brasil Importação e Exportação Ltda

**Head office:** Av. Nilo Peçanha 50 Conj. 1812, Rio de Janeiro, RJ. **Tel:** 221 2596. **Telex:** 2121811. **Cables:** Yamatei Riodejaneiro.



## BRAZIL

**Marubeni Brasil SA**

**Head office:** Av. Paulista 854, 12 A015 andar, Edifício Top Center, PO Box 1603, São Paulo. **Tel:** 285 1122. **Telex:** 11 24334, 11 22319. **Cables:** Marubeni Saopaulo.

**Branches:** Rua Santa Luzia 651, 30° andar, Rio de Janeiro, RJ (Tel: 221 2057, Telex: 021 21788. Cables: Marubeni Riodejaneiro); Avenida Estados Unidos 340, 4 andar, Salas 413-4, Caixa Postal 1211, Salvador, Bahia (Tel: 243 2110, 243 2310, 243 2510, 243 2722. Telex: 711248. Cables: Marubeni Salvador Brazil); Rua dos Andradas 1409, 7° andar, Porto Alegre RS (Tel: 25 6790, 25 8141, 21 5575, 21 9520. Telex: 0511557. Cables: Marubeni Portoalegre); Rua General Osorio 83, 16 andar, Vitoria, Espírito Santo (Caixa Postal 1675, 29000 Vitoria) (Tel: 223 0033. Telex: 272246. Cables: Marubeni Vitoria).

**Sdade Comércio de Minerios e Metais Metalora Ltda**

**Head office:** Rua Teofilo Otoni 123A, 7° andar, Rio de Janeiro, RJ (Caixa Postal 3758, 20 000 Rio de Janeiro, RJ). **Tel:** 223 5830. **Telex:** 2122975 scmm br. **Cables:** Metalora Rio.

**Established:** 1941. **Ownership:** Asoma—The Lissauer Group. **Branches:** Rua Sao Bento 470, 11 andar, 01010 São Paulo, SP (Tel: 35 2177. Telex: 1121246 scmm br metalora).

**Activities:** General traders in steel, steel scrap, pig iron, ferrous and non-ferrous ores and concentrates, standard and high temperature alloys, major and minor metals, chemicals, etc.

**Products handled:** Semi-finished steel, bars, structurals, HR and CR flat products, wire rods, wire products, tubulars.

**Metalsud Importação e Exportação Ltda**

**Head office:** Rua Antonio de Godoy 20, 10° andar, São Paulo. **Tel:** 220 0392. **Telex:** 1122609. **Cables:** Metalsud.

**Established:** 1973. **Ownership:** Sudametal SA†, Argentina (controlling company).

**Products handled:** Specialised steel products; pig iron; non-ferrous metals, alloys and scrap; ferro-alloys; chemicals for the electroplating industry; asbestos fibres.

**Mitsubishi Shoji do Brasil SA**

**Addresses:** Filial de Santos, Praça dos Andradas 12, 8° andar, Santos, São Paulo (Tel: 32 2417. Telex: 013 1151. Cables: Mitsubishi Santos. Management: T. Goto). Caixa Postal 8249, São Paulo (Tel: 229 1411. Telex: 011 21927. Cables: Mitsubishi Saopaulo. Management: S. Hisatomi, vice presidente). Filial do Rio de Janeiro, Caixa Postal 890-ZC-21, Rio de Janeiro (Tel: 283 2727. Telex: 021 23390. Cables: Mitsubishi Riodejaneiro. Management: Y. Hirakino, gerente geral).

**Mitsui Brasileira Importação e Exportação Ltda**

**Addresses:** Avenida Bernardino de Campos 98, Paraíso, Caixa Postal 30707, São Paulo, SP (Tel: 284 3011. Telex: 1121783, 1123662. Cables: Mitsui Saopaulo). Avenida Almirante Barroso 63, Salas 2003-2009, Caixa Postal 2373, Rio de Janeiro (Tel: 244 6155. Telex: 2122378. Cables: Mitsui Riodejaneiro). Avenida Afonso Pena 732, Salas 701-704, Caixa Postal 1005, Belo Horizonte, MG (Tel: 222 6758, 222 1200, 224 1593. Cables: Mitsui Belohorizonte). Rodovia Br-316 Km-3, Município de Ananindeua, Pará (Caixa Postal 388, Belém, Pará) (Tel: 235 1075, 235 1136-7, 235 1147-9. Telex: 0911172, 0911315. Cables: Mitsui Belemparabrazil). SCS Bloco-G, Edifício Baracat, Salas 1601-1608, Brasília, DF (Tel: 223 9521, 223 6586, 223 9841. Telex: 611803. Cables: Mitsui Brasilia).

## Importadora e Exportadora Nichimen do Brasil Ltda

**Addresses:** Avenida Almirante Barroso 22, 17 andar, Salas 1202, Rio de Janeiro, RJ (Tel: 263 6232, 263 6257). Alameda Santos 1893, 4 andar, Caixa Postal 6049, São Paulo (Tel: 284 6511. Telex: 1121551. Cables: Nichimen Saopaulo).

## Nissho-Iwai do Brasil Ltda

**Addresses:** Edifício Banco Mineiro da Produção, Av. Governador Bley 186, salas 508-510 e 511, Vitoria, Espírito Santo (Tel: 0272 3 1296. Telex: 0272 197 nicv br). Avenida Rio Branco 147, 6 e 7 andares, Caixa Postal 3376 zc 00, Rio de Janeiro, RJ (Tel: 021 283 5177. Telex: 21 22977, 21 22993 nicr br. Cables: Nisshoiwai Rio de Janeiro). Rua Guajajaras 410, salas 404-408, Edifício Rotary, Belo Horizonte, MG (Tel: 031 222 8399, 031 224 5379. Telex: 311049 nicb br. Cables: Nisshoiwai Belohorizonte). Avenida Paulista 726, 16 andar, Caixa Postal 809, São Paulo (Tel: 11 289 2411, 11 287 5838, 11 288 9914. Telex: 1121695, 1121112 nics br. Cables: Nisshoiwai Saopaulo).

## Intercambio Comercial Nomura Ltda

**Addresses:** Avenida Paulista 467-475, 12 andar, CEP 01311, São Paulo (Tel: 289 6953, 289 9300, 289 5872, 289 8872, 288 2342. Telex: 1121611 icnl br. Cables: Shinorep Saopaulo); Av. Nilo Peçanha 50, 24 andar, Sala 2402-3, Rio de Janeiro (Tel: 232 5539, 221 4080. Telex: 2121342 icnl br).

## Okaya do Brasil Representação Ltda

**Head office:** Avenida Brigadeiro Luiz Antonio 2367, Sala 1509-10, São Paulo, SP. **Tel:** 011 289 8710. **Telex:** 24590 okyb br. **Cables:** Okayasteel Sao Paulo.

**Management:** Takao Miyai (associate manager). **Trading personnel:** Shoji Kimura (associate). **Established:** 1975. **Capital:** Cr\$100,000. **Ownership:** Limited company owned 99% by Okaya & Co Ltd†, Japan. **Subsidiary & associates:** Subsidiary companies of parent, worldwide.

**Activities:** Representative for all transactions import/export, to and from Brazil.

**Products handled:** All kinds of steel products. Also machinery, non-ferrous metals and foodstuffs.

**Companies represented on agency basis:** Okaya & Co Ltd†, Japan which represents many steel producers such as Nippon Steel Corp, Nippon Kokan KK, Daido Steel Co Ltd, etc.

## Okura do Brasil Importação e Exportação Ltda

**Addresses:** Rua Sete de Setembro 98, Sala 605, Rio de Janeiro, GB (Tel: 221 6733, 224 2658. Telex: 2121253. Cables: Okura Riodejaneiro); Rua da Consolação 331, Room 402-5, Edifício Barao de Penedo, São Paulo, SP (Tel: 011 257 7724).

## Pampa SA Exportadora e Importadora

**Head office:** Avenida Farrapos 3601, Porto Alegre, Rio Grande do Sul. **Tel:** 42 80 99. **Telex:** 051 1274 pasa br. **Cables:** Pampasa.

**Management:** Ivo Weiler (superintendent director), Victor da Ressurreição Teixeira (commercial director, steel and glass products), Renato Weiler (management and financial director), Roberto Weiler (foreign trade director). **Trading personnel:** See management. **Established:** 1952. **Capital:** Cr\$180 million. **Ownership:** Ivo Weiler SA Exportadora e Importadora. **Subsidiary & associates:** Agropecuária Encruzilhada SA (cattle raising), Cia Santa Calra Máquinas e Ferramentas (chain saw and accessory sales). **Branches:** Rua Ernesto Fontoura 141, Porto Alegre, Rio Grande do Sul (steel and glass products); Rua Duque de Caxias 153, São Paulo (bearings).

**BRAZIL****Pampa SA Exportadora e Importadora** (*continued*)

**Activities:** Wholesale trading company; import/export; covers Brazil with pre-dominance in the South.

**Products handled:** Steel products including sheets, sections and wire. Also sheet glass, bearings, tools and agricultural products.

**Members of:** Associação Comercial de Porto Alegre, Associação das Empresas Exportadoras Brasileiras, Associação dos Comerciantes de Auto Peças de São Paulo, Associação das Trading Companies do Brasil, Instituto Nacional dos Distribuidores de Aço (INDA), Associação de Aço do Estado do Rio Grande do Sul.

**Panambra Industrial e Tecnica SA**

**Head office:** Av. Senador Queiroz 150, 01026 São Paulo (Caixa Postal 7205, 01000 5969, 01000 São Paulo, SP). **Tel:** 011 227 6722. **Telex:** 011 23781 pait br, 011 23797 pait br.

**Cables:** Panambra Sao Paulo.

**Branches:** Rio de Janeiro, Porto Alegre, Belo Horizonte, Recife, Salvador, Curitiba, Brasília.

**Products handled:** Steel semis, non-ferrous metals, machinery, etc.

**Phibro SA**

**Address:** Rua General Mena Barreto 343, 01433 São Paulo, SP. **Tel:** 011 282 4411, 011 881 2022. **Telex:** 011 22433, 011 24663 phib br. **Cables:** Philibro Sao Paulo.

**Aços Phoenix-Boehler SA**

**Head office:** Rua Freire da Silva 379, 01523 Cambuci, São Paulo, SP (Caixa Postal 5969, 01000 São Paulo, SP). **Tel:** 011 278 5211. **Telex:** 011 21498. **Cables:** Phoenixacos Sao Paulo.

**Management:** Heribert Schillerwein (general manager). **Trading personnel:** Herwig O. Petschenig (sales manager). **Established:** 1950. **Capital:** Cr\$16,480,800.

**Ownership:** Vereinigte Edelstahlwerke AG, Austria.

**Activities:** Import, trade and sales.

**Products handled:** Alloy steels—bars, tubes, sheets and plates.

**Companies represented on agency basis:** VEW—Vereinigte Edelstahlwerke AG, Austria.

**Pittsburgh do Brasil Ltda**

**Head office:** Rua Funchal 573, 6° andar, Conj. 61, CEP 04551, São Paulo. **Tel:** 531 5511. **Telex:** 1124184. **Cables:** BURGUE.

**Management:** Juan H. Kimelman (managing director), George M. Fairman (manager).

**Trading personnel:** Guilherme Crowder (non-ferrous metals and scrap), Roberto Peter Loebinger (steel), Erico Ferraz and E. Giassi (chemicals), Victor Nascimento (commodities). **Established:** 1973. **Capital:** Cr\$3,600,000. **Ownership:** Pittsburgh Sacifi, Thyssen Handels Union. **Subsidiary & associates:** Pitfer Produtos de Fundição Ltda (coke distribution to foundries).

**Activities:** Export/import. Exports to Chile, Paraguay, Argentina, Bolivia and Colombia. Main area of domestic activity is São Paulo.

**Products handled:** Steel bars, wire rods, plates, coils; pig iron. Also springs, bearings, graphite electrodes, non-ferrous metals.

**Companies represented on agency basis:** Pittsburgh Sacifi, Argentina; Deutsche Staudt GmbH, West Germany; Dufer; Siderurgica Nossa Senhora de Aparecida, Brazil.

**Members of:** Associação Brasileira de Metais Não Ferrosos (ABRANFE), Associação Brasileira de Fundição (ABIFA), Associação Bras. dos Importadores e Comerciantes de Prod. Químicos.

## Primary do Brasil Materias Primas Industriais Ltda

**Head office:** Avenida Ataulfo de Paiva, 1079 sala 604, 22440 Rio de Janeiro, RJ. **Tel:** 274 7496. **Telex:** 2122927. **Cables:** Primary.

**Management:** J. Haroldo Falcão (president) and Flavio M. Quadros (director) (trading in steel and other metals). **Trading personnel:** See management. **Established:** 1975. **Capital:** Cr\$150,000. **Ownership:** Majority owned by Primary Industries Corp't, USA.

**Subsidiary & associates:** Part of the Primary group of trading companies.

**Activities:** Import/export agency.

**Products handled:** Steel in all forms and shapes. Also non-ferrous metals (mainly tin) and mineral ores.

**Companies represented on agency basis:** The Primary group.

## Marc Rich do Brasil Ltda

**Head office:** Praça Pio X 55, Grupo 1203, 20 040 Rio de Janeiro, RJ. **Tel:** 021 263 0943, 021 231 2885. **Telex:** 021 30568 mr bl.

## Sandvik do Brasil SA Indústria e Comércio

**Head office:** Av. das Nações Unidas, 21732 Sto. Amaro (SP). **Tel:** 011 2460411. **Telex:** 011 22795. **Cables:** Sandvikbras.

**Management:** Peter Wicknertz (managing director), Gastão Reis (division manager, steel), Ivo Oja (division manager, Coromant), Bengt Bryngelsson (division manager, saws and tools), W. Sebardt (division manager, rock drilling products). **Established:** 1949. **Capital:** Cr\$300 million. **Ownership:** Sandvik AB, Sweden.

**Activities:** Imports and sells stainless steel wire, strip and tubes, manufacturers cutting tools, rock drilling and stainless wire.

**Products handled:** See above.

## Scantec Importação e Comércio Ltda

**Head office:** PO Box 2999, 01000 São Paulo. **Tel:** 011 230 5733. **Telex:** 011 22400 scan br.

**Management:** Jan Olof Samuelsson (director). **Trading personnel:** Lyria M. Chiapetta (assistant). **Established:** 1946. **Capital:** Cr\$1,225,000. **Ownership:** Jan Olof Samuelsson. Edstrand Bros. Inc, USA.

**Activities:** Import/export agency.

**Products handled:** All types of stainless steel products.

**Companies represented on agency basis:** Nyby Uddeholm AB, Sweden.

## Socosibra SA—see Siderexport SpA, Italy

## Stelco do Brasil Ltda

**Head office:** Av. São Luiz 50, 9º andar, cj. 91E, CEP 01046, São Paulo, SP. **Tel:** 257 4389, 259 4093. **Telex:** 23670 stbr br. **Cables:** Aljubras.

**Management:** Gilbert André François Bijoux (manger). **Established:** 1971. **Capital:** Cr\$50,000. **Ownership:** Stelco NV Nederland. Carlos Emilio Stroeter. Paulo Eduardo de Moraes Bonilha. **Subsidiary & associates:** Associated: Stelco Inc (steel producer).

**Activities:** Import/export; technical assistance.

**Products handled:** Steel products in general.

## Sumitomo Corp do Brasil Importadora e Exportadora Ltda

**Head office:** Av. Paulista 949, 16º andar, Paraíso, Edifício Sumitomo Paulista, Caixa Postal 3239, CEP 01311 São Paulo, SP. **Tel:** 011 289 3011. **Telex:** 1122518 sumi



**BRAZIL****Sumitomo Corp do Brasil Importadora e Exportadora Ltda** (*continued*)

br, 1124651 sumi br. **Cables:** Sumitomo Saopaulo.

**Branches:** Rua Santa Luzia 651, 25° andar, Ed. Clube de Aeronautica, CEP 20030, Rio de Janeiro, RJ (Tel: 021 263 6577. Telex: 2121728 sumi br. Cables: Sumitomo Riodejaneiro). Rua Uruguai, 155 Edifício Comendador Azevedo, 10° andar, Salas 1010, Caixa Postal 2384, Porto Alegre, Rio Grande do Sul (Tel: 0512 25 4865, 0512 21 8215. Telex: 511530 sumi br. Cables: Sumitomo Portoalegre). Av. Marechal Mascarenhas de Moraes 1482, 1° andar, Salo 04, Caixa Postal 4117, Imbiribeira Recife, Pernambuco (Tel: 081 227 2958. Telex: 811113 sumi br. Cables: Sumitomo Recife). Rua Mauricio Cardoso 1429, Caixa Postal 494, Novo Hamburgo, Rio Grande do Sul (Tel: 0512 95 3554, 0512 95 1249, 0512 95 1583. Telex: 511745 sumi br. Cables: Sumitomo Novohamburgo).

**Thyssen União de Aços Ltda**—see Thyssen Stahlunion GmbH, West Germany

**Toyomenka do Brasil Importação e Exportação Ltda**

**Address:** Rua Libero Badro 377, 17° andar, Edifício Mercantil Finasa, Caixa Postal 58, São Paulo. **Tel:** 256 8066. **Telex:** 1122784 tbie br. **Cables:** Toyomenka Saopaulo.

**Ubrasteel—Representação e Serviço em Aços Especiais S/C**

**Head office:** Av. Senador Queiroz 605, 4° andar, conj. 405, 01026 São Paulo, SP (Caixa Postal 6713, 01000 São Paulo, SP). **Tel:** 229 2742, 229 2753, 229 2764. **Telex:** 011 24 344.

**Management:** H. W. Richter (commercial director), Aida Pavan (administrative director). **Trading personnel:** Finn Bergh (export), Aida Pavan (import). **Established:** 1980. **Capital:** Cr\$600,000. **Ownership:** Finn Bergh. **Subsidiary & associates:** Sister companies (distributors of special steel)—Faisteel Central de Aços Ltda, Campinas; Dimasteel Central de Aços Especiais Ltd, Rio de Janeiro; Silvasteel Central Repres. Prod. Met. Ltd, Curitiba.

**Activities:** Import/export agency for special steels.

**Products handled:** High carbon strip steel, alloy steel wire, tool steels, high alloy high speed steels.

**Companies represented on agency basis:** Sole representative—Uddeholm Strip Steel AB, Sweden; Garphyttan Bruk AB, Sweden; Uddeholm AB, Tool Division, Sweden.

**Unitra Imp., Exp. e Ass. Ltda**

**Head office:** Av. Nações Unidas 13.797, Bloco II, 21st Floor, São Paulo, SP (Caixa Postal 21476, 04602 São Paulo, SP). **Tel:** 55 11 543 0020, 55 11 543 0049, 55 11 543 4351. **Telex:** 1123572 utie br. **Cables:** Metaltrade Sao Paulo.

**Management:** Lothar Kersch (managing director). **Established:** 1974. **Ownership:** Member of the CCC group.

**Activities:** Import/export agency.

**Products handled:** Iron and steel products. Also coking coal and coke.

# Bulgaria

**Mitsubishi Corp**

**Address:** c/o Hotel Balkan, Lenin Square, Sofia. **Tel:** 872938, 876845. **Telex:** 22312.

**Mitsubishi Corp** (*continued*)

**Management:** K. Takano (general manager).

**Rudmetal**

**Address:** 1 Dobroudja Street, Sofia. **Tel:** Sofia 881271. **Telex:** 22027.

**Products handled:** Ores, iron and steel, non-ferrous metals, coke, refractories.

## Burma

**Mitsui & Co Ltd**

**Address:** Room 2, 2nd Floor, National Insurance Building, 654-666 Merchant Street, PO Box 848, Rangoon. **Tel:** 72454, 77036. **Telex:** 2015. **Cables:** Mitsuico Rangoon.

## Canada

**Akstel Inc**

**Head office:** 1155 Sherbrooke Street W., Suite 1404, Montreal, H3A 2N3. **Tel:** 514 842 3447. **Telex:** 055 60181 casteel.

**Management:** Myer Deitcher (manager). **Trading personnel:** See management.

**Established:** 1979. **Subsidiary & associates:** Akstel Inc, New York.

**Activities:** Import and export of finished and semi-finished steel products, steel scrap exports.

**Balfour Guthrie (Canada) Ltd**

**Head office:** 740 Nicola Street, Vancouver, BC V6G 2C2. **Tel:** 604 685 0211. **Telex:** 04 508881. **Cables:** Balfour Vancouver BC.

**Management:** President—R. F. Owen; vice presidents—D. C. Fraser (trading), T. K. Fleming (finance). **Trading personnel:** S. D. Carter (pipes, tubular products, fittings), R. Nagano (structural products, plates, galvanized products), J. B. Webb (structural products, plates, copper, brass, wire rods), R. K. Vasey (pipes, tubular products, structural products, plates, wire rods). **Established:** 1911. **Capital:** C\$31,507,000.

**Ownership:** Dalgety Ltd, UK. **Subsidiary & associates:** Balfour, Guthrie & Co Ltd†, California; Balfour Steel GmbH, Düsseldorf. **Branches:** 56 Aberfoyle Crescent, Toronto, Ont. M8X 2W4; 2285 de la Metropole, Longueuil, Que. J4G 1E5.

**Activities:** Import/export.

**Products handled:** HR plates, coils, sheets and strip; CR coils, sheets and strip; galvanized sheets, coils and strip, floor plates, wire products; structural steel angles, rounds, flat bars; square and rectangular tubing; wide flange beams; cold drawn bars, rounds, squares.

**Members of:** Wire Assn. International.

**Barbalic Building Supplies Ltd**

**Head office:** 1437 Crescent Street, Montreal, Que. H3G 2B2. **Tel:** 288 5166-8. **Telex:** 055 61032. **Cables:** Barsteel Mtl.

**Management:** S. Z. Barbalic (president). **Trading personnel:** S. Z. Barbalic, I. Allman.

**Established:** 1956. **Capital:** \$20,000.

**Activities:** Import/export; no stocks.

## CANADA

**Barbalic Building Supplies Ltd** (*continued*)

**Products handled:** Construction steel, pipes, wire, etc.

**Companies represented on agency basis:** Usinor—Union Sidérurgique du Nord et de l'Est de la France, France (plates, structural steel, wire rods) covering Canada; Usines Gustave Boël SA (UGB), Belgium (plates and floor plates) covering Canada; Bekaert Steel Wire, Belgium (wire) covering Eastern Canada.

**Bethlehem Steel Export Co of Canada Ltd**—see Bethlehem Steel Export Corp, USA

**Brace-Mueller-Huntley (Canada) Ltd**

**Head office:** 33 Belvia Road, Toronto, Ont., M8W 3R2. **Tel:** 416 252 4184. **Telex:** 06 967738.

**Management:** P. C. Sweeney (president), M. Brace III (vice president), D. B. Stevens (administrative manager). **Trading personnel:** D. B. Stevens (purchasing).

**Established:** 1941. **Ownership:** Creusot-Loire Steel Corp, USA.

**Activities:** Import; stocks of domestically manufactured steel; distributor of tool steels, alloy steels, and aluminium.

**Coutinho, Caro & Co Ltd**

**Head office:** 1010 St. Catherine Street West, Suite 705-6, Montreal, Que. H3B 1G7. **Tel:** 1 514 8791822. **Telex:** 525835. **Cables:** Metalcouco Montreal.

**Management:** Bernard H. Huelbert (president), Rainer Koelmel (vice president).

**Established:** 1972. **Ownership:** Member of the CCC group.

**Activities:** Import/export and agency. General contracting, turn-key plant and equipment.

**Products handled:** Iron and steel products. Also non-ferrous metal products and chemical products.

**Diversified Stainless Steel of Canada Ltd**

**Head office:** 98 Norfinch Drive, Downsview, Ont., M3N 1X1. **Tel:** 416 663 7130. **Telex:** 065 27183.

**Management:** Sam Teitelbaum (president), Frank Szabo (general manager). **Trading personnel:** Frank Szabo. **Established:** 1970. **Capital:** C\$4 million. **Ownership:** Private. **Subsidiary & associates:** Amcan Specialty Steels Inc, New Jersey (stainless steel bar).

**Activities:** Import, export and stockholding.

**Products handled:** Stainless steel and aluminium.

**Fagersta Ltd**

**Head office:** 1157 Blair Road, Burlington, Ont. L7M 1P9. **Tel:** 416 335 5995. **Telex:** 061 8261. **Cables:** Fagcan.

**Management:** S. Lundberg (president), A. Iskander (controller), B. Hoggan (plant manager). **Trading personnel:** D. O'Hara (tire stud division), J. Walker (steel division, high speed steels, cutting tools), B. Ivarsson (external products, ventilation), H. Cullen (rotary bits). **Established:** 1957. **Ownership:** Fagersta AB, Sweden. **Branches:** Walden Industrial Park, PO Box 2128, Station A, Sudbury, Ont. P3A 4R8; 9160 River Drive, PO Box 23130, Vancouver AMF, BC V7B 1V6.

**Activities:** Manufacture for domestic requirements, with exporting and importing. Products are stocked in Canada.

**Products handled:** Rock drilling accessories, specialty steels, wire rod, welded tube and pipe, strip steel, tyre studs, ventilation tubing, fan silencers, high speed steel tool bits.

**Fagersta Ltd** (*continued*)

**Companies represented on agency basis:** Including Stahlwerk Westig GmbH, West Germany (strip steel) covering Canada.

**Members of:** Wire Assn. International Inc.

**Frank Fehr & Co (Canada) Ltd**—see Frank Fehr & Co Ltd, UK**Francosteel Canada Inc**

**Head office:** 5890 Monkland Avenue, Suite 303, Montreal, Que. H4A 1G2. **Tel:** 514 489 8458. **Telex:** 055 60609. **Cables:** Forgacier Montreal.

**Management:** George C. Jan (vice president and general manager). **Established:** 1960. **Capital:** C\$50,000. **Ownership:** Daval SA†, France.

**Activities:** Import agency; no stocks.

**Products handled:** Full range of steel products including wire rods, sections, CR and HR sheets and coils, plates, sheet piling, pipes. Area covered: Canada.

**Companies represented on agency basis:** Daval SA†, France (for the products from Sacilor/Sollac and Dilligen); Pont-à-Mousson SA, France (pipes from Belleville works).

**Global Trading & Transport Ltd**

**Address:** 502-475 Howe Street, Vancouver, BC V6C 2B3. **Tel:** 604 689 8454. **Telex:** 451303.

**Activities:** International trading, transportation and chartering.

**Harris Steel Group Inc**

**Head office:** 1 First Canadian Place, Suite 6455, PO Box 163, Toronto, Ont. M5X 1C7. **Tel:** 862 0061. **Telex:** 06 217789.

**Management:** President and chief executive officer—Milton E. Harris; vice presidents—Geoffrey J. Jackson (structural), Gerald Fagan (warehousing), James Wilson (reinforcing and grating), Glenn Riddell (wire products), Bruce J. Timmerman (finance). **Trading personnel:** See management. **Established:** 1886. **Capital:** C\$20 million. **Ownership:** Public (listed on the Toronto Stock Exchange). **Subsidiary & associates:** Harris Steel Group Inc (concrete reinforcing steel supply), Laurel Steel Products Ltd (manufacture of wire and wire products), Frankel Steel Ltd (structural steel—fabrication, supply and erection), Fisher & Ludlow Ltd (heavy steel grating), Quecor Steel Ltd (general steel products), Thomsson Steel Co Inc, Washington, DC (reinforcing steel supply). **Branches:** St. John's, Nfld.; Halifax, NS; Montreal, Que.; Milton, Ont.; Burlington, Ont.; Stoney Creek (Hamilton), Ont.; Thunder Bay, Ont.; Calgary, Alb.; Edmonton, Alb.; Vancouver, BC; Beltsville, MD (Washington DC).

**Activities:** Import/export; large inventories.

**C. Itoh & Co (Canada) Ltd**

**Addresses:** 1155 Dorchester Boulevard West, Suite 1701, Montreal, Que. 1021 (Tel: 514 866 1981. Telex: 05 25150 citoco. Cables: Citohco Montrealque); Commerce Court West Building, Suite 4181, Toronto, Ont. M5L 1E9 (PO Box 277, Commerce Court Postal Station, Toronto, Ont. M5L 1E9) (Tel: 416 868 0011. Telex: 065 24469 citohco. Cables: Citohco Trontoont); 456 Granville Square, 200 Granville Street, Vancouver, BC V6C 1S4 (Tel: 604 683 5764. Telex: 04 51105 and 05 55487 citohco vcr. Cables: Itohreb Vancouverbc); Room 925, Sun Oil Building, 500 Fourth Avenue S.W., Calgary, Alb. T2P 2V6 (Tel: 403 265 9042. Telex: 03 825515 citoh cgy. Cables: Citoco Calgaryalberta).



## CANADA

**Itoman (Canada) Inc**

**Address:** 110 Cremazie Blvd. West, Room 709, Montreal, Que., H2P 1B9. **Tel:** 514 384 9010. **Telex:** 21 5825755.

**Axel Johnson Industries Ltd, Western Alloys & Metals Division**

**Head office:** 225 Montée de Liesse, Montreal, Que. H4T 1P5. **Tel:** 514 738 9431. **Telex:** 05 826889.

**Management:** R. S. Cox (corporate president), L. O. Rohman (vice president, secretary-treasurer), J. C. Hooper (vice president, WAM division). **Trading personnel:** District managers—G. O'Neill (Montreal), C. Thompson (Toronto), A. Kessler (Thunder Bay and Winnipeg), R. McGregor (Edmonton), D. Hartridge (Calgary), W. Kirk (Vancouver). **Established:** 1955. **Ownership:** Member of the Axel Johnson Group, Sweden. **Branches:** Montreal, Toronto, Thunder Bay, Winnipeg, Edmonton, Calgary, Vancouver.

**Activities:** Distributors and stockists—domestic and imported. Stocks carried at seven locations across Canada.

**Products handled:** Stainless steels and high nickel alloys, titanium, copper and copper base alloys in coils, sheets, plates, pipes, tubes, pipe fittings, bars, wire, screens.

**Companies represented on agency basis:** Avesta Jernverks AB, Sweden (CR sheets and CR light plates up to 80" wide, HR plates up to 96" wide). Also various Japanese mills for Sendzimir mill products. Market area: Canada.

**Kanematsu-Gosho (Canada) Ltd**

**Head office:** 4th Floor, Zurich Building, 188 University Avenue, Toronto, Ont. M5H 3C3. **Tel:** 416 593 5333-9. **Telex:** 06 219522. **Cables:** Kanegold.

**Branches:** 400 Maisonneuve Blvd. West, Montreal 111, Que. (Tel: 514 845 3251-3. Telex: 05 25252. Cables: Kanegold); 520-200 Granville Street, Vancouver, BC V6C 1S4 (Tel: 604 689 0011. Telex: 04 508780. Cables: Kanegold); 404, Sixth Avenue, South West, Suite 675, Calgary, Alb. T29 0R9 (Tel: 403 265 7115. Telex: 03 821867).

**Kawasho International Canada Ltd**

**Head office:** 833-595 Burrard Street, PO Box 49182, Vancouver, BC, V7X 1K8. **Tel:** 604 689 7389. **Telex:** 04 54605. **Cables:** Kawasho Vcr.

**Management:** Sooji Sakai (president). **Trading personnel:** Kazuo Shimura (general manager, all kinds of steel products in Canada). **Established:** 1973. **Capital:** C\$100,000. **Ownership:** Kawasho Corpt, Japan. **Subsidiary & associates:** Kawasaki Steel (steel producer).

**Activities:** Mainly imports of steel from Japan; sometimes export of Canadian steel.

**Products handled:** Plates, HR coil, galvanized sheets, H beam, pipes. Areas covered: Canada, mainly Western Canada.

**Companies represented on agency basis:** Kawasaki Steel Corp, Japan.

**Marubeni Canada Ltd**

**Head office:** Suite 2700, 401 Bay Street, Toronto, Ont. M5H 2Y4. **Tel:** 416 368 1171. **Telex:** 065 24175. **Cables:** Marubeni Toronto.

**Branches:** 1930 One Bantall Centre, 505 Burrard Street, Vancouver, BC V7X 1E5 (Tel: 604 685 3331. Telex: 04 508819. Cables: Marubeni Vancouverbc); 3060 Bow Valley Square, 205 5th Avenue S.W., Calgary, Alb. T2P 2W4 (Tel: 403 264 2420-1. Telex: 038 21540. Cables: Marubeni Calgary); Suite 2440, C.I.L. House, 630 Dorchester Blvd. W., Montreal, Que. H3B 1S6 (Tel: 514 866 3667-9. Telex: 055 60855. Cables: Marubeni Montreal).

## Mitsubishi Canada Ltd

**Addresses:** 630 Dorchester Boulevard West, Suite 1760, Montreal, Que. (Tel: 878 4271. Telex: 055 61171. Cables: Mitsubishi Montrealque. Management: S. Baba, general manager). Commerce Court West, Suite 2181, PO Box 17, Commerce Court Postal Station, Toronto, Ont., M5L 1A5 (Tel: 416 362 6731. Telex: 065 24288. Cables: Mitsubishi Torontoont. Management: K. Yanagisawa, manager). 28th Floor, Granville Square, 200 Granville Street, Vancouver 2, BC (Tel: 604 682 0666. Telex: 0451327. Cables: Mitsubishi Vancouverbc. Management: N. Yanagawa, manager). Home Oil Tower, Suite 1329, 324-8th Avenue S.W., Calgary, Alb., T2P 2Z2 (Tel: 403 263 1094. Telex: 038 24669. Cables: Calgaryalta. Management: A. Mizoguchi, general manager).

## Mitsui & Co (Canada) Ltd

**Head office:** Royal Bank Plaza, Suite 3333, South Tower (Corner of Front and Bay Streets), Toronto, Ont., M5J 2J2 (PO Box 53, Royal Bank Plaza). **Tel:** 416 865 0330. **Telex:** 06219781, 06217893. **Cables:** Mitsui Toronto Ont.  
**Branches:** Place Ville Marie, Suite 3333, Montreal, Que., H3B 3N5 (Tel: 514 866 4321. Telex: 05267644. Cables: Mitsui Montreal Que). Three Bentall Centre, Suite 2903, 595 Burrard Street, Vancouver, BC, V7X 1E6 (Tel: 604 681 5111-5. Telex: 0451200, 0453346. Cables: Mitsui Vancouverbc). The Norcen Tower, Suite 2516, 715 5th Avenue S.W., Calgary, Alb., T2P 2X6 (Tel: 403 264 3571-2. Telex: 03824856. Cables: Mitsui Calgary Alta).

## Nichimen Canada Ltd

**Addresses:** 2020 University Street, Room 1345, Montreal, Que. H3A 2A5 (Tel: 514 845 0215. Telex: 05267698. Cables: Nichimen Montrealque). Suite 2505, Sun Oil Building, 500 4th Avenue S.W., Calgary, Alb. T2P 2V6 (Tel: 403 264 0330-1. Telex: 03822805. Cables: Nichimen Calgary).

## Nissho-Iwai Canada Ltd

**Head office:** 1 First Canadian Place, Suite 4040, Toronto, Ont., M5X 1A9. **Tel:** 368 1751. **Telex:** 065 23917. **Cables:** Nisshoiwai.

**Management:** S. Mori (president), M. Inoue (vice president and secretary), T. Nakamura (vice president and treasurer). **Trading personnel:** K. Asai (Eastern Canada), Y. Ichinomiya (Western Canada). **Established:** 1958. **Capital:** C\$1,627,500.

**Ownership:** Wholly-owned subsidiary of Nissho-Iwai Co Ltd†, Japan. **Branches:** Suite 801, 1111 West Hastings Street, Vancouver, BC; Suite 2429, 1 Place Ville Marie, Montreal, Que.

**Activities:** Import/export, no stocks.

**Products handled:** All carbon and stainless steel mill products, stainless steel wire rods, stainless steel pipes and tubing.

## Okura & Co Canada Ltd

**Address:** Suite 606, 409 Granville Street, Vancouver, BC V6C 1T2. **Tel:** 688 2591. **Telex:** 04 51342.

**Management:** T. Takabayashi (president), S. Kato (vice president), W. Matsuda (treasurer). **Trading personnel:** S. Kato (all steel products). **Established:** 1957.

**Capital:** C\$100,000. **Ownership:** Okura & Co Ltd†, Japan. **Subsidiary & associates:** Overseas branches worldwide.

**Activities:** Import/export.

**Products handled:** Oil country tubular goods, line pipe, HR and galvanized coils, special steel products, all other steel products.

**Companies represented on agency basis:** All major mills in Japan.

## CANADA

**Samuel Osborn Canada Ltd**

**Head office:** 25 Hansen Road South, Brampton, Ont., L6W 3H8. **Tel:** 453 4680. **Telex:** 06 97512.

**Management:** D. R. Crump (president), D. C. Luke (director and comptroller), T. Mortimer (director and sales manager). **Trading personnel:** D. R. Crump (import of high speed steel and tool steel), T. Mortimer (distribution and sale of high speed steel and tool steel). **Established:** 1933. **Ownership:** Aurora Holdings Overseas Ltd, UK.

**Subsidiary & associates:** Osborn Steels Ltd, Sheffield and Edgar Allen Balfour Steels Ltd, Sheffield (both manufacturers of high speed and tool steels). **Branches:** Toronto, Montreal, Hamilton, Winnipeg, and Calgary.

**Activities:** Import. No stocks carried.

**Products handled:** High speed steels, tool steels, stainless steels, valve steels, machine knives.

**Companies represented on agency basis:** Osborn Steels Ltd, UK; Edgar Allen Balfour Steels Ltd, UK.

**Parkdale International Ltd**

**Head office:** 1 James Street North, Lloyd D. Jackson Square, Hamilton, Ont. (PO Box 70, Hamilton, Ont. L8N 3B4). **Tel:** 416 525 5500. **Telex:** 061 8620. **Cables:** Parsteel.

**Management:** Abby M. Goldblatt (president). **Trading personnel:** Charles MacIain (sales manager), Matys de Korte (export and purchasing manager), Robert Raphael (office manager). **Established:** 1962.

**Activities:** Steel exporters for Canadian mills.

**Products handled:** Secondary flat rolled steel products such as galvanized, CR, HR sheets and coils, plates, bars.

**Members of:** Assn. of Steel Distributors Inc, Steel Service Center Institute.

**Sandvik Canada Corp**

**Head office:** 6835 Century Avenue, Mississauga, Ont., L5N 2L2. **Tel:** 416 826 8900. **Telex:** 06 97743.

**Management:** H. A. Snell (vice president, steel division), H. C. Knight (steel sales manager), P. Pollak (technical manager), S. Englund (marketing services manager).

**Trading personnel:** See management.

**Sidbec International Inc**

**Head office:** 507 Place d'Armes, Suite 1500, Montreal, Que. H2Y 2W8. **Tel:** 514 392 7816. **Telex:** 05 24515. **Cables:** Feruni Mtl.

**Management:** J. E. Pontbriand (president), Peter Bennett (executive vice president), Gaston Carrière (treasurer comptroller), F. B. Taylor (sales director). **Trading personnel:** J. Archer (steel products), W. Touchie (direct reduced iron pellets (sponge iron pellets)), S. E. Farah (iron oxide pellets). **Established:** 1979. **Capital:** C\$1 million.

**Ownership:** Sidbec (100%). **Subsidiary & associates:** Sidbec-Dosco Ltd.

**Activities:** Export.

**Products handled:** Steel billets, slabs, merchant bars, wire rods and wire products, fasteners. Direct reduced iron pellets (sponge iron)—Midrex process; iron oxide pellets—blast furnace and low silica grades.

**Members of:** American Iron & Steel Institute, International Iron & Steel Institute, Canadian Export Assn.

**Siderius Canada Ltd**—see Siderexport SpA, Italy

**H. J. Skelton (Canada) Ltd**

**Head office:** 649 Richmond Street, London, Ont. N6A 3G7. **Tel:** 519 679 1980. **Telex:** 064 7241.

## CANADA

**H. J. Skelton (Canada) Ltd** *(continued)*

**Management:** Sam Sebba (president), Peter S. W. Fraser (sales director), Charles S. Cairns (vice president and sales manager), Morris Werbin (vice president), Mark Sebba (vice president). **Trading personnel:** Peter S. W. Fraser (i/c imports), Charles S. Cairns (imports and exports). **Established:** 1966. **Capital:** £60,000. **Ownership:** H. J. Skelton & Co Ltd, UK. **Subsidiary & associates:** H. J. Skelton & Co Ltd (trading to North America), R. A. Skelton & Co Ltd (trading to Europe, Africa and Australasia). **Branches:** Agents in Israel, South Africa and Central America.

**Activities:** Export/import, basically representing producers on an agency basis. No stock facilities but can arrange. Usually acts as principals in any transaction purchasing in country of origin, selling in customer's domestic currency on a delivered basis. Handles all commercial aspects of transaction such as shipping, currency exchange, customs clearance, insurance, local delivery. Can source internationally.

**Products handled:** Carbon, alloy and stainless steel; HR billets and bars, structural sections, plates, rails, chains and fittings; marine and industrial hardware; castings, forgings, welded and seamless tubing; cold drawn bars; cold finished bars; tube/pipe mill spares. Specialities—structurals, plates, rails, extrusion press components, rings forgings, non-ferrous rods and tubes including phosphor bronze. Also rolls for ERV pipe tube mills, railway rails, switches and crossings.

**Companies represented on agency basis:** Canada—Hadfields Ltd, UK (HR alloy steel billets and bars); Highveld Steel & Vanadium Corp, South Africa (structural sections, plate); North British Steel Group, UK (high integrity steel castings to 20 tons); Schmidt & Clemens GmbH & Co, West Germany (extrusion press components, tube forming rolls, alloy and stainless steel castings); Flather Bright Steels, South Africa (cold finished steel bars); Doncasters Sheffield Ltd, UK (drop forgings, open die forgings, rolled rings); and others. Israel—P.C. Drop Forgings Ltd, Canada (precision drop forgings, carbon and alloy steel); Doncasters Sheffield Ltd, UK (rolled rings).

**SKF Steel Ltd**

**Head office:** 60 North Wind Place, Agincourt, Ont., M1S 3R5. **Tel:** 416 298 1433. **Telex:** 0652 26119. **Cables:** Petecan.

**Management:** Gerald Wood (managing director). **Trading personnel:** Peder Leijon (sales manager), Doug Seal (district manager, Edmonton), Keith Bunker (materials manager). **Established:** 1960. **Ownership:** SKF, Sweden. **Branches:** 9751 51st Avenue, Edmonton, Alb., T6E 4W8 (Tel: 403 436 9750. Telex: 037 42851).

**Activities:** Import/export, warehouse stocks carried in Agincourt (Toronto) and Edmonton.

**Products handled:** Alloy bars, alloy tubing, seamless mechanical tubing, centreless ground shafting, spring steel strip, wire, forgings.

**Solac Steel Ltd**

**Head office:** Place Bonaventure, CP 42, Montreal, Que. H5A 1A2. **Tel:** 514 879 1030. **Telex:** 05 24792. **Cables:** Solacan Montreal.

**Management:** Pierre Martineau (president), René Graveline (vice president), Liette Languérand (secretary, treasurer). **Trading personnel:** Pierre Martineau (sales director), François Poirier, Ghislaine Fortier, René Graveline. **Established:** 1967. **Capital:** C\$250,000. **Ownership:** See management. **Subsidiary & associates:** Centrafra SA†, Paris (import and export of steel, metal, etc.; market surveys, etc.).

**Activities:** Import/export agency; stocks carried against firm orders only.

**Products handled:** Carbon and alloy steels, precoated steels, stainless steels and clad steels in flat rolled, tubular, forged and cast form; nuclear grade steels and metals. Also copper and copper alloys, aluminium powders and ingots, ferro-alloys.

**Companies represented on agency basis:** Plated Strip (International) Ltd, UK (plated steelstrip); Vallourec—Usines à Tubes de Lorraine-Escaut et Vallourec Réunies, France (tubular steel products—heads, fittings); Inoxium SA†, France (stainless steel sheets); Creusot-Loire SA, France (round bars; plates carbon, alloy, clad, stainless; forged products; cast products; stainless steel wire products); Peugeot-Loire, France (stainless steel strip). Market area covered: Canada.



## CANADA

**Specialty Steels, Division of Intsel of Canada Ltd**

**Head office:** 5185 General Road, Mississauga, Ont. L4W 2K4. **Tel:** 416 625 8103. **Telex:** 06 961454.

**Management:** M. Jackson (president), R. Rumble (vice president), J. Hollett (vice president). **Trading personnel:** J. Hollett, R. Rumble and R. Mayhew (stocked products); J. Robinson (agency products). **Established:** 1964. **Ownership:** Intsel Corp, USA. **Branches:** 3765 William Street, Burnaby, BC V6B 3S3 (Tel: 604 299 4301. Telex: 04 354585); 12055 Cote de Liesse Road, Montreal, Que. H9P 1B6 (Tel: 514 635 1600. Telex: 05 821873); 9759 51st Avenue, Edmonton, Alb. T6E 4W8 (Tel: 403 436 3856. Telex: 03 72682); 700 67th Avenue S.W., Suite 101, Calgary, Alb. T2V 2H3 (Tel: 403 253 2016. Telex: 038 24829); 3300 Kingsway Avenue, PO Box 518, Port Alberni, BC V9Y 7M9 (Tel: 604 724 1241. Telex: 044 64510); 788 Evett Street, Unit 5, Sarnia, Ont. N7T 7H3 (Tel: 519 336 1351. Telex: 06 476199).

**Activities:** Stockist of stainless steel and nickel alloy semi-products; exclusive Canadian representative of the steel making members of the PUK Group.

**Products handled:** Stainless steel and nickel alloy pipes, tubes, fittings, flanges, valves, sheets, plates, bars, angles and fasteners.

**Companies represented on agency basis:** Ugine Gueugnon, France (CR stainless flat products); Ugine Aciers, France (stainless and alloy bars and wire rod). Also Cezus (zirconium sheets, strip, bars and wire).

**Stainalloy Ltd**

**Address:** 151a Cartier, Suite 1, Pointe Claire, Que., H9S 4R9. **Tel:** 514 694 1717. **Telex:** 05 822682.

**Sumitomo Canada Ltd**

**Head office:** 701 West Georgia Street, Suite 1690, Vancouver, BC, V7Y 1E9 (Box 10141, Pacific Centre). **Tel:** 604 682 2256-9. **Telex:** 451281 sumitomo vcr. **Cables:** Sumitomo Vancouverbc.

**Branches:** 2202, 500 Fourth Avenue S.W., Calgary, Alb., T2P 2V6 (Tel: 403 264 7021-2. Telex: 3821628 sumitomo cgy. Cables: Sumitomo Calgaryalta). Commerce Court West, Suite 2301, Toronto, Ont., M5L 1B9 (PO Box 53, Commerce Court Postal Station) (Tel: 416 363 3471-7. Telex: 6217741 sumitomo tor. Cables: Sumitshoji Torontoot). One Place Ville Marie, Suite 1925, Montreal, Que., H3B 2C3 (Tel: 514 878 3597. Telex: 5560841 sumitomo mtl. Cables: Sumitshoji Montreal).

**Thyssen Canada Ltd**

**Head office:** 1 Greensboro Drive, Rexdale, Ont. M9W 1C8. **Tel:** 416 241 1186. **Telex:** 06 989581. **Cables:** Thyssen Toronto.

**Management:** H.-J. Schmidt (president), Ralph C. Sauerberg (vice president), J. C. Vos (vice president, finance), J. Marshall (assistant vice president), H. G. Mendgen (manager, Vancouver), J. Thompson (manager, Montreal). **Trading personnel:** N. Currie (stainless steels, forgings, castings), L. Luckow (electrodes, wire, metals and minerals, mass transit systems (components)), J. Marshall (industrial projects, stainless steel tubular products), R. Sauerberg (coiled carbon steel, structurals, semis; transport and logistecs), R. Tedder (carbon plate, structurals, sheet piling). Western Canada—H. Mendgen (all steel and steel related products), J. Keller (flat products carbon steel, structurals), H. Hunger (tubular products, casings, oil country goods). Quebec—J. Thompson (all steel and steel related products). **Established:** 1949. **Capital:** C\$1 million (common). C\$5,330,000 (preferred). **Ownership:** Thyssen Stahlunion GmbH, West Germany. **Subsidiary & associates:** Thyssen offices worldwide. **Branches:** 2438 Marine Drive, West Vancouver, BC V7V 1L2; 50 Blvd. Cremazie W., Montreal, Que. H2P 2S9.

**Activities:** Import/export; construction; assemblies. Buys and sells on own account.

**Products handled:** HR and CR carbon, alloy and stainless steel products; ship plates

## CANADA

**Thyssen Canada Ltd** (continued)

and sections; tubular products including oil country goods; steel sheet piling. Also technical products, industrial turnkey projects, mass transit systems (components) and welding filler metals.

**Tokyo Boeki Ltd**

**Address:** 1401 West Broadway, Vancouver, BC, V6H 1H6. **Tel:** 604 738 6612. **Telex:** 4507661 cpo vcr. **Cables:** Cantomas Vancouver.

**Toyomenka Canada Ltd**

**Head office:** Toronto Dominion Center, Commercial Union Tower, Suite 2808, Toronto, Ont., M5K 1K7. **Tel:** 416 868 1103. **Telex:** 06 23117. **Cables:** Toyomenka Toronto.

**Management:** Kenji Katsura (president), Kazuhiko Matsuda (director). **Trading personnel:** T. Mitsui (Western Canada), T. Usuba (Eastern Canada). **Established:** 1974. **Capital:** C\$1 million. **Ownership:** Toyo Menka Kaisha Ltd, Japan (50%). Toyomenka (American) Inc, USA (50%). **Branches:** Suite 3404, 1155 Dorchester Blvd. West, Montreal, Que., H3B 3T3 (Tel: 514 871 8914); PO Box 10138 Pacific Centre, 2220-700 W. Georgia Street, Vancouver, BC, V7Y 1C6 (Tel: 604 682 7436).

**Activities:** Import/export agency.

**Products handled:** Carbon steel, alloy steel, stainless steel in any form (bars, pipes, tubes, flat rolled). Also iron ore, aluminium sheets and plates, coal, copper and zinc concentrates, alumina, nickel briquettes, copper cathodes, uranium.

**Companies represented on agency basis:** Japan—Nippon Steel Corp, NKK—Nippon Kokan KK, Sumitomo Metal Industries Ltd, Kawasaki Steel Corp, Kobe Steel Ltd, Nisshin Steel Co Ltd, Nippon Kinzoku Co Ltd, Nippon Stainless Steel Co Ltd, Daido Steel Co Ltd and others.



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## CANADA

**TradeArbed Inc**—see under USA**Uddeholm Ltd**

**Head office:** 5400 Dixie Road, Mississauga, Ont. L4W 1E5. **Tel:** 416 625 3300. **Telex:** 06 961159.

**Management:** Austen E. Cambon (president), T. Talacko (vice president, sales), J. M. A. Regan (vice president, finance and administration). **Trading personnel:** A. J. Felton (tool steel), R. Robertson (high speed steel), K. Quin (stainless steel), E. Svendsen (strip steel). **Established:** 1953 (in Canada). **Ownership:** Uddeholms AB, Sweden. **Branches:** 835 Selkirk Street, Pointe Claire, Que. H9R 3S2; 2071 Viceroy Place, Richmond, BC V6V 1Y9; 150 Californian Ave., Brockville, Ont. K6V 5W1.

**Activities:** Special steels distributor (Montreal, Toronto, Vancouver); manufacturers of stainless steel pipe (Brockville).

**Products handled:** Tool steel, high speed steel, saw steel, strip, circular saw plate, stainless steel plates, bars, wire, sheets, tubes, pipes, fittings.

**United States Steel International of Canada Ltd**

**Head office:** 7 King Street E., Toronto, Ont., M5C 1A8. **Tel:** 416 364 6291. **Telex:** 06 219894.

**Management:** Donald P. Selby (president, Pittsburgh, USA), Norman A. H. Williams (regional manager, Canada), T. H. E. Jones (manager, Montreal), A. G. Pippy (manager, Calgary). **Trading personnel:** N. A. H. Williams and B. D. Morrisoy (Toronto), T. H. E. Jones (Montreal), A. G. Pippy (Calgary). **Ownership:** Subsidiary of United States Steel Corp, USA. **Branches:** 1801 McGill College Avenue, Montreal, Que., H3A 2N4 (Tel: 514 285 1385. Telex: 005 60729); 608 42nd Avenue S.E., Calgary, Alb., T2G 1Y6 (Tel: 403 243 4074. Telex: 03 826758).

**Activities:** Sales in Canada of steel and chemical products of parent company and other USA and foreign producers.

**Products handled:** Nearly all steel mill products—semi-finished, structurals, sheet piling, H piling, bars, sheets, tubing, pipes, wire, cable, etc. Also cement and chemicals and resins; rock bits.

**Companies represented on agency basis:** Including United States Steel Corp, USA.

**Members of:** Including American Iron & Steel Institute (AISI).

**Western Alloys & Metals, Division of Axel Johnson Industries Ltd**

**Head office:** 1475 Boundary Road, Vancouver, BC V5K 4V2. **Tel:** 604 291 2341. **Telex:** 04 354532.

**Management:** J. Craig Hooper (manager and vice president), Gary A. Russell (purchasing manager), Gary P. O'Neill (marketing manager). **Trading personnel:** Wendell Kirk (British Columbia), Ron McGregor (Northern Alberta), Dale Hatridge (Southern Alberta), Alan Kessler (Manitoba and Saskatchewan), Clive Thompson (Ontario), Gary O'Neill (Quebec and Maritimes). **Established:** 1955. **Ownership:** A. Johnson & Co HABt, Sweden. **Subsidiary & associates:** Throughout the world. **Branches:** 225 Montee de Liesse, Montreal, Que.; 6220 Dixie Road, Mississauga, Ont.; 735 Harold Crescent, Thunder Bay, Ont.; 1566 St. James Street, Winnipeg, Man.; 9405 58th Avenue, Edmonton, Alb.; 101-1135 64th Avenue S.E., Calgary, Alb.; 1475 Boundary Road, Vancouver, BC; 36 Allison Drive, Willowdale, Dartmouth, NS (resident salesman); 53 Columbia Drive, Saskatoon, Sask. (resident salesman).

**Activities:** Stocking distributor of stainless steel, non-ferrous and other metals; stocked in all branches listed above. Import for domestic resale, but also export.

**Products handled:** Sheets, plates, pipes, tubes, fittings, bars and angles.

**Members of:** American Society for Testing & Materials (ASTM), American Society for Metals; will be joining Canadian Steel Service Centre Institute.

## CANADA

## Wirth Ltd

**Head office:** 407 McGill Street, Suite 709, Montreal, Que., H2Y 2G3 (PO Box 780, Station A, Montreal, Que., H3C 2V4). **Tel:** 514 842 2703, 518 561 8527. **Telex:** 055 60644. **Cables:** Wirthlim.

**Management:** M. F. Wirth (president), L. W. Brand (vice president), J. Zeller (sales manager). **Trading personnel:** M. F. Wirth (wire rods, rails), L. W. Brand (wire products, pipe), J. Zeller (HR steel), J. Brown (plate), G. Giolti (shapes), L. Weissinger (rails). **Established:** 1959. **Capital:** C\$4 million. **Ownership:** All Canadian. **Subsidiary & associates:** Wirth Inc, USA. **Branches:** PO Box 80898, Burnaby, BC, V5H 3Y1 (Tel: 604 525 5304. Telex: 043 54772); 2 Bloor Street E. No. 2612, Toronto, Ont., M4W 1A8 (Tel: 416 961 7311. Telex: 062 3841); 17 Battery Place, New York, NY 10004 (Tel: 212 943 7541. Telex: 012 9236); 1440 North Loop No. 199, Houston, TX 77009 (Tel: 713 864 5111. Telex: 077 5590); 846 South Azusa Avenue, West Covina, CA 91791 (Tel: 213 919 2883. Telex: 067 0345).

**Activities:** Import/export, agency.

**Products handled:** Semi-finished steel, wire rods, rails and accessories, plates, floor plates, sheets, shapes, bars, wire products, pipes.

**Companies represented on agency basis:** Vöest-Alpine—Vereinigte Österreichische Eisen- und Stahlwerke-Alpine Montan AG, Austria (wire rods, rails, plates, floor plates, sheets, pipes) covering USA and Canada; Round Oak Steel Works Ltd, UK (large round bars) covering Canada; Salzgitter Stahl GmbH, West Germany (WF-beams) covering Canada; Roesler Draht AG, West Germany (wire products) covering Canada and USA; Nederlandse Draadindustrie BV (NDI), Netherlands (wire products) covering Canada and USA.

## Chile

## Acerinox Chile

**Head office:** Calle Francisco de Aguirre 4264, Vitacura, Santiago.

**Activities:** Sales of Acerinox (Spain) products.

## Acustermic Sae I

**Address:** Casilla 9132, Santiago. **Tel:** 573247. **Telex:** 04 1477. **Cables:** Acustermic.

## William Holloway y Cia Ltda

(operates under the name of Repco Ltda)

**Head office:** Casilla 1136, Valparaiso. **Tel:** 58619. **Telex:** 30436.

**Management:** See ownership. **Established:** 1972. **Ownership:** William E. Holloway, Leslie G. Wilson, Andres Crichton. **Branches:** Casilla 14973, Correo 21, Santiago.

**Activities:** Import agency. No stocks carried. Consultants on Chilean affairs.

**Products handled:** Steel. Also electro mechanical machinery, coffee, cocoa, tea.

**Companies represented on agency basis:** British Steel Corp (BSC), UK for Chile.

## Küpfers Hnos. SA

**Head office:** Libertad 58, Santiago (Casilla 294-V, Correo 21). **Tel:** 98821. **Telex:** 034 40497. **Cables:** Kuepfers.

**Management:** Jorge Küpfers (director, manager), Günter Schüftan (sales manager, steel department), Jorge Gutiérrez (sales manager, products for industries department).

**Established:** 1877. **Capital:** US\$4 million approx. **Ownership:** Küpfers family.

**Branches:** Valparaíso, Concepción and Antofagasta, Chile.

**Activities:** Import; special steel stockholding.



**CHILE****Küpfner Hnos. SA** (*continued*)

**Products handled:** Special and carbon steels. Also Widia tools and plates, valves, welding material, Degussa salts for heat treatment.

**Companies represented on agency basis:** Fried. Krupp Hüttenwerke AG (FKH) (special steels), and Fried. Krupp GmbH—Krupp Stahlexport† (carbon steels), West Germany.

**Marubeni Corp**

**Address:** Edificio España, Huérfanos 863, Oficina 612, Casilla 9034, Santiago. **Tel:** 398298. **Telex:** 3520297. **Cables:** Marubeni Santiagodechile.

**Mitsubishi Chile Ltda**

**Address:** Casilla 2088, Santiago. **Tel:** 711526. **Telex:** 3520017. **Cables:** Mitsubishi Santiagodechile.

**Management:** S. Ono (gerente).

**Mitsui Chilena Comercial Ltda**

**Head office:** Agustinas 1235, 7° Floor, Santiago. **Tel:** 81974. **Telex:** 40789 mitui cl. **Cables:** Mitsui Santiagodechile.

**Management:** M. Miyazawa (president). **Trading personnel:** K. Asada (director, machinery and metals division). **Established:** 1957. **Capital:** Ch. Pesos 17,550,000. **Ownership:** Mitsui & Co Ltd†, Japan.

**Montana—Cía de Metales y Minerales Ltda**

**Head office:** Hernando de Aguirre 188, Of. 42, Providencia (Casilla 2494, Santiago). **Tel:** 56 2 493753. **Telex:** 40261 monta cl.

**Ownership:** Asoma—The Lissauer Group.

**Activities:** General traders in steel, steel scrap, pig iron, ferrous and non-ferrous ores and concentrates, standard and high temperature alloys, major and minor metals, chemicals, etc.

**Products handled:** Semi-finished steel, bars, structurals, flat rolled products, wire rods, wire products, tubulars.

**Repco Ltda**—see William Holloway y Cia Ltda**Sandvik Chilena Ltda**

**Head office:** Esmeralda 615, 4° piso, Casilla 14510, Santiago. **Tel:** 394033, 391503.

**Management:** Peru—Bertil Tydén (regional manager); Chile—Jorge Garrao (sub-manager). **Trading personnel:** Aníbal Bugueño (cutting tools), Jorge Durney (steel department), Carlos Varenus (saws and tools department). **Established:** 1966. **Capital:** US\$191,000. **Ownership:** Sandvik AB and Sandvik Far East†.

**Activities:** Steel importers.

**Products handled:** Bars, tubes, etc. Also cutting tools, forestry tools, complete cooling systems for processing industries, athletic equipment.

**Sumitomo Corp**

**Address:** Agustinas 1022, Oficina 918-921, Casilla 563, Santiago. **Tel:** 726061, 87520. **Telex:** ITT 3520194 sumisho. **Cables:** Sumitomo Santiagodechile.

## Tecnagent

**Head office:** Agustinas 1070, Of. 302, PO Box 2697, Santiago. **Tel:** 88862 710901. **Telex:** 3520001 boothitt. **Cables:** Manusig.

**Management:** Raul B. Sigren (president). **Trading personnel:** Juan Beck (engineering assistant), Veronica Bihari (secretary). **Established:** 1940. **Ownership:** Raul B. Sigren.

**Activities:** Import agency; technical equipment engineering consultants.

**Products handled:** Steel tubing and couplings. Also grey iron foundry equipment, mining equipment and technical instrumentation.

**Companies represented on agency basis:** Including British Steel Corp, Tubes Division, UK (tubing).

## Tennant Chilena Ltda

**Head office:** Agustinas 972, Office 603, Sector Santiago 1, Cartero 55, Santiago. **Tel:** 80086. **Telex:** 3520240.

**Management:** Alfredo A. Brazzini (general manager). **Established:** 1975. **Ownership:** C. Tennant Sons & Co of New York†, USA.

## Thurston SA, Servicio de Reparaciones e Importaciones

**Head office:** Av. Bulnes 204, Casilla 9032, Santiago. **Tel:** 66476 717659. **Telex:** 260. **Cables:** Edplumton.

**Management:** Kenneth Wallis (general manager), Leslie Cook (president). **Trading personnel:** Carlos Espinoza (sales engineer). **Established:** 1964. **Capital:** £60,000. **Ownership:** Sucesión Cook, Kenneth Wallis Southgate, Jorge Saavedra Canales, Frank Thurston, Archie Morris, Andres Neubauer. **Subsidiary & associates:** Mirrlees Blackstone Ltd, Petters Ltd, J. Blakeborough & Sons Ltd, Tempest Diesels Ltd, Stanton & Stavely Ltd, Herbert Morris Ltd, Evershed & Vignoles, Philadelphia Resins Corp, Kent Meters Ltd.

## Wemin y Cia Ltda

**Head office:** Tocornal 736, Santiago. **Tel:** 221218. **Telex:** 0220 wemin. **Cables:** Wemin.

**Management:** Charles Windelschmidt C. (general manager). **Trading personnel:** Alvaro Alarcon (sales manager). **Capital:** \$300,000. **Ownership:** Juan Eduardo Correa, Daniel Thieffry, Charles Windelschmidt.

**Activities:** Imports.

**Companies represented on agency basis:** Republic Steel Corp, USA.

# China

## China National Metals & Minerals Import & Export Corp

**Head office:** Erh Li Kou, Xi Jiao, Beijing. **Tel:** 89 0931. **Telex:** 22241 mimet cn. **Cables:** Minmetals Beijing.

**Management:** Cao Zhong-su (managing director). **Established:** 1961. **Ownership:** State owned. **Branches:** Shanghai, Tianjin, Guangdong, Shandong, Talien, Guangxi, Beijing, Yunan, Jiangsu, Fujian and Hopei. Hong Kong agents—China Resources Co, Bank of China Building, Hong Kong (Cables: Cireco Hongkong). Macao agents—Nam Kwong Trading Co, Nan Tung Bank Building, Rua Da Praia Grande 65A, Macao (Cables: Namkwong Macao).

**Activities:** Import/export.

**CHINA****China National Metals & Minerals Import & Export Corp** (*continued*)

**Products handled:** Principal imports and exports—steel plates, tubes, sections, wire rods, sheets, wire, strip and wire rope; railway material; quality steel; electrical steel sheets; welding electrodes; pig iron and scrap. Also wolfram ore; antimony regulus, sulphide, trioxide and ore; ferro-tungsten; zinc ingots; tin; mercury; non-ferrous metal products and semis; iron ore; cement; coal; etc.

**Nomura Trading Co Ltd**

**Address:** Room 386, Hsin Chiao Hotel, Beijing. **Tel:** 55 7731 (ext. 386, 390). **Telex:** 22178 ntcpe cn.

**Sobin/Friendship**

**Head office:** International Club, Jianguowenwai, Beijing. **Tel:** 523205, 523305, 523440, 523950. **Telex:** 22342 sobin cn.

**Established:** 1979. **Ownership:** Asoma—The Lissauer Group.

**Activities:** General traders in steel, steel scrap, pig iron, ferrous and non-ferrous ores and concentrates, standard and high temperature alloys, major and minor metals, chemicals, etc.

**Products handled:** Semi-finished steel, bars, structurals, flat rolled products, wire rods, wire products, tubulars.

**Sumitomo Corp**

**Address:** Room 4022, Peking Hotel, 21 Tung Chang An Avenue, Beijing. **Tel:** 554115, 554225, 557340. **Telex:** 22146 sumit cn. **Cables:** Sumittrade Beijing.

**Tokyo Boeki Ltd**

**Address:** Xingiao Hotel, Beijing. **Tel:** 55 7731. **Cables:** Tomas Beijing.

# Colombia

**Distribuidora de Equipos Industriales Amerex SA**

**Head office:** Carrera 13 No. 13-17, piso 10 and 11, Aptdo. Aéreo 4131, Bogotá 1, DE. **Tel:** 234 00 20. **Telex:** 044 640. **Cables:** Amerex.

**Management:** Heinz O. Dombrower (managing director), Arthur Baum H. (assistant manager). **Trading personnel:** Arthur Baum H. (head of ores and metal department).

**Established:** 1954. **Ownership:** South American Consolidated Enterprises SA. The Hochschild Group of Companies. **Subsidiary & associates:** Associated companies engaged in mining, foundries and trading. **Branches:** Barranquilla, Cali and Medellin.

**Activities:** Representatives.

**Products handled:** Steel. Also copper, tin, ferro-alloys and industrial chemicals.

**Companies represented on agency basis:** TradeArbedt, Luxembourg (exclusive representatives for Colombia).

**Asesoría y Servicios Industriales Ltda (Aservin)**

**Address:** Apartado Aéreo 29 829, Bogotá. **Tel:** 269 40 17, 269 08 47, 269 50 30. **Telex:** 04 1477 asvn co. **Cables:** Aservin.

## Coreyma Ltda

**Head office:** Calle 37 7-43, Apartado Aéreo 31080, Bogotá. **Tel:** 2329800. **Telex:** 41331 astco.

**Established:** 1976.

**Activities:** Agency.

**Products handled:** Steel sheets (HR and CR), tubing, casing, heat exchanger tubes, scrap.

## Daniel García y Cía

**Head office:** Carrera 13A No. 38-39, Oficina 208, PO Box 31688, Bogotá, DE. **Tel:** 2855008, 2855169, 2854847. **Telex:** 45877 dagar co. **Cables:** Dagar.

**Management:** Daniel García Vanegas (general manager), Camilo Bohorquez (area manager). **Trading personnel:** Camilo Bueno Vazquez (assistant, steel department), Perla Bermudez Vanegas (secretary, steel department). **Established:** 1974. **Capital:** US\$40,000. **Ownership:** Daniel García Vanegas and Linamaria García de García.

**Activities:** Import/export agency specialising in steel products.

**Products handled:** Billets, CR sheets and coils, HR sheets and coils, wire rods (high and low carbon), round bars, structural shapes, galvanized sheets and coils, tinplate.

**Companies represented on agency basis:** Leo Raphaely & Sons (Pty) Ltd†, South Africa; Tecomex; Siderurgica Nacional Sarl, Portugal; Alliance Iron & Steel Inc, USA.

## C. E. Halaby & Co Ltd

**Head office:** Edificio la Ceiba Oficina 917, PO Box 650, Medellin. **Tel:** 42 06 40. **Telex:** 06 682. **Cables:** Halaby.

**Management:** William E. Halaby (president), Carlos Benedeti (general manager), Alvaro Benedeti (executive manager). **Trading personnel:** Managers—Gustavo Aleman (textile department), Jaime Gutierrez (industrial department), Guillermo Roldan (steam boiler department). **Established:** 1914. **Ownership:** Management owned.

**Activities:** Import agency.

**Products handled:** Steel products. Also raw materials for metal using industries; textile machinery; magnetic separation, beneficiation, automation and vibratory equipment; industrial power transmission products; steam boilers and accessories; pollution control equipment.

**Companies represented on agency basis:** Bethlehem Steel Export Corp†, USA covering Colombia.

## Hanwa Co Ltd

**Address:** c/o Timok Calle 70 No. 9-36, Apartado Aéreo 5066, Bogotá. **Tel:** 55 60 73. **Telex:** 3544821.

## Impaquimica Ltda

**Head office:** Calle 17 No. 10-16, piso 8, Apartado 18837, Bogotá. **Tel:** 282 8179. **Telex:** 45791. **Cables:** Impaquimica.

**Management:** Nelson Roa Roa (general manager), José A. Bello (assistant manager).

**Trading personnel:** Luis Roa Roa (in charge of national sales), Luis E. Vargas (in charge of local sales Bogotá area). **Established:** 1968. **Capital:** Pesos 500,000.

**Ownership:** Nelson Roa Roa (50%), José A. Bello (50%).

**Activities:** Imports both direct and for account of customers; no stocks carried at present.

**Products handled:** CR steel sheets and rolls (commercial quality), HR steel (various specifications).



## COLOMBIA

**C. Itoh & Co de Colombia SA**

**Address:** Edificio Bochica Carrera 13 No. 27-00, Oficina 906, Bogotá (Apartado Aéreo 8704, Bogotá, DE). **Tel:** 242 1009, 2429138, 2821873, 2825762, 2825742. **Telex:** 44540 itoh co. **Cables:** Citoh Bogota.

**Itoman & Co (Japan) Ltd**

**Address:** Carrera 52 No. 50-13, Of. 704, Apartado Aéreo 6450, Medellín. **Tel:** 31 8729. **Telex:** 35 6832.

**Comercial Axel Johnson Andina SA**

**Head office:** Carrera 6, No. 77-21, Ofc. 102, Bogotá. **Tel:** 249 1882, 211 7843. **Cables:** Avesta.

**Management:** Rolf Bjork (general manager). **Trading personnel:** Ivan Duarte (hydro-electric equipment, stainless steel), Juan Aguado (food processing equipment, stainless steel). **Established:** 1979. **Capital:** Pesos 1,220,000. **Ownership:** Member of the Axel Johnson group. **Subsidiary & associates:** Axel Johnson group of companies.

**Activities:** Import/export.

**Products handled:** Stainless steel plates, sheets, tubes, round bars, etc. Also hydro-electric equipment (turbines, generators, etc.), food processing equipment, water pollution control equipment.

**Companies represented on agency basis:** Avesta Jernverks AB, Sweden; Myodo Metal Co Ltd, Japan; Axel Johnson Steel International BV†, Netherlands covering the Andean market.

**Marubeni Corp**

**Address:** Avenida 40A No. 13-09, piso 14, Edificio Ugi, Apartado Aéreo 6715, Bogotá, DE. **Tel:** 326958, 326978, 329137, 327612, 698634, 698993. **Telex:** 044784. **Cables:** Marubeni Bogota.

**Mitsubishi Colombia Ltda**

**Address:** Apartado Aéreo 12356, Bogotá. **Tel:** 92 323610. **Telex:** 044705. **Cables:** Mitsubishi Bogota.

**Management:** Y. Hotta (gerente director).

**Mitsui de Colombia SA**

**Address:** Cra. 7, No. 24-89 piso 15°, Edificio Colpatria, Apartado Aéreo 4831, Bogotá. **Tel:** 282 41 36-8, 241 76 48. **Telex:** 44625. **Cables:** Mitsui Bogota.



STEEL TRADERS  
COLOMBIA

***DANIEL GARCIA & CIA.***

***IMPORT - EXPORT***

***CARRERA 13-A No. 38-39 OFICINA 208***

***APARTADO AEREO (P.O. BOX) 31688***

***TELS: 285 50 08 - 285 51 69 - 285 48 47***

***TELEX: 45877 DAGAR - CO***

***BOGOTA - COLOMBIA***

## COLOMBIA

**Okura & Co Ltd**

**Address:** c/o Pantecnica SA, Carrera 7, No. 32-47, piso 4, Bogotá, DE. **Tel:** 232 7414, 285 5256. **Telex:** 044766 (Pantecnica SA). **Cables:** Okura Bogota.

**Pantecnica SA**

**Head office:** Carrera 7a No. 32-33, piso 9, PO Box 7189, Bogotá, DE. **Tel:** 2 83 65 16, 2 84 02 00. **Telex:** 44766 patc co. **Cables:** Pantecnica.

**Management:** Peter Haring (general manager), Roberto Roesel (manager, steel products division). **Trading personnel:** Miguel Iizuka and Ramiro Garcia (sales). **Established:** 1951. **Capital:** US\$500,000. **Subsidiary & associates:** Pan American Trade Development Corp., New York; Comptoir Panamerican Sidérurgique SA†, Brussels; Panambra Industrial e Técnica SA, São Paulo; Pan American International (Korea) Inc†, Seoul; Ferrum CA†, Caracas; Técnicos Argostal SA, Mexico; Sermaco, La Paz. All steel/machinery traders/importers, exporters and stockist. **Branches:** Avenida Estación 5a-40, Local 103, PO Box 5781, Cali; Carrera 51 (Bolívar) 41-180, PO Box 1907, Medellín; Calle 70 No. 48/67, PO Box 1517, Barranquilla.

**Activities:** Import agency for steel products; import agency and stock for machine tools, hoist and cranes, plastic injection equipment, quality control equipment.

**Products handled:** Steel division—HR, CR steel sheets and coils (carbon and alloy), plates, wire rods, profiles and bars, seamless and welded pipes, stainless steel, wheels and axles for railroads, silicon sheets, tinplate and galvanized sheets.

**Companies represented on agency basis:** Macsteel International (Pty) Ltd†, Johannesburg; Okura & Co Ltd†, Japan; and Lupton Trade International, Taiwan. For steel products only, covering Colombia.

**Rosco—R. Ostbye & Cia Ltda**

**Head office:** Apartado Aéreo 2106, Barranquilla. **Tel:** 328580. **Telex:** 33922 ctbxq. **Cables:** Rost.

**Management:** Reidar Ostbye (manager). **Trading personnel:** Ildefonso Molinares B. (sales manager). **Established:** 1970. **Capital:** \$100,000. **Ownership:** Reidar Ostbye and Gunilla Ostbye.

**Activities:** Representing steel manufacturers, but also imports for own stock.

**Products handled:** Tinplate, perforated steel sheets, sucker rods, bolts and nuts and other steel mill products.

**Companies represented on agency basis:** Stelco SA†, Switzerland (export office of Stelco Inc.).

**Sandvik Colombia SA**

**Head office:** Apartado aéreo 19927, Calle 15 No. 62-10, Bogotá. **Tel:** 625411, 625600. **Telex:** 44425. **Cables:** Sandvik.

**Management:** Managing director—Hanns Knorr. Managers—Victor Manuel Angel (financial), Julio E. Sastoque (steel sales), Hanns Knorr (Coromant tools sales), Alfonso Barrera (saws and tools). **Established:** 1971. **Ownership:** Sandvik AB, Sweden. **Subsidiary & associates:** Sandvik Herracort SA (manufacture of Coromant tools and saws and tool products).

**Activities:** Import and central stock in Bogotá.

**Products handled:** Stainless steel tubes for all purposes, stainless and carbon steel strip (for razor blades, woodband saws, flapper valve steel and hardflex, etc.), stainless steel wire. Also Coromant tools; Coromant wear parts; industrial conveyors; saws and tools; and products of textiles, shoe, leather, pulp, plywood and veneer industries.

**Companies represented on agency basis:** Sandvik group companies.

**John Simon & Cia Ltda**

**Head office:** Apartado Aéreo 91788, Bogotá 8. **Tel:** 2 539023. **Telex:** 044 595. **Cables:** Johnsimon.

## COLOMBIA

**John Simon & Cia Ltda** (*continued*)

**Management:** Peter Simon (manager), John Simon (assistant manager). **Trading personnel:** Fabio Jaramillo. **Established:** 1934. **Capital:** Col\$950,000. **Ownership:** Peter Simon (94%), John Simon (6%). **Branches:** Medellín.

**Activities:** Representatives.

**Products handled:** Steel. Also chemicals and packaging equipment.

**Companies represented on agency basis:** Hadfields Ltd, UK (special steels). Market area covered: Colombia.

**SKF Colombia SA**

**Head office:** Avenida El Dorado 92-25, Apartado Aéreo 151313, Bogotá, DE. **Tel:** 267 61 00. **Telex:** 41232 skf co. **Cables:** SKF.

**Management:** Managing director—Antonio Pérez Lopez. Managers—Jorge Sierra (sales), Edgar Silva (administrative), Antonio Rodríguez (material flow), Miss Angelina Guerrero (systems). **Trading personnel:** Jorge Sierra, Edgar Silva (finance), Antonio Rodríguez, Miss Angelina Guerrero. **Established:** 1927. **Capital:** Pesos 5,375,000. **Ownership:** AB SKF, Sweden. **Branches:** Three SKF service centres—Bogotá, Cali and Medellín.

**Activities:** Import/export agency, stocks carried.

**Products handled:** Steel—mechanical tubing, bars, wire and strip. Also bearings, textiles machinery components, cutting tools, oil seals, measuring apparatus, bearings lubrication grease.

**Companies represented on agency basis:** SKF Steel, Sweden (steel—mechanical tubing, bars, wire and strip).

**Sumitomo Corp**

**Address:** Calle 30A, 6-38 piso 5 Edificio Grupo Grancolombiano, Apartado Aéreo 28514, Bogotá. **Tel:** 2323573, 2323684, 2323688, 2323698. **Telex:** 44512 sumi co. **Cables:** Sumitomo Bogota.

**Vilca Ltda**

**Head office:** Apartado Aéreo 8210, Bogotá. **Tel:** 2625629, 2622465, 2622085. **Telex:** 43114. **Cables:** Vilcada Bogota.

**Management:** Alvaro Vilá F. (manager), Hubert Cahn-Speyer (partner), Robert B. Raikes (partner). **Trading personnel:** Robert B. Raikes (in charge of steel sales). **Established:** 1957. **Capital:** Pesos 465,000. **Ownership:** The above management executives and their wives. **Branches:** Sub-agents in the main Colombian industrial areas.

**Activities:** Manufacturers' representatives; stocks of certain products carried.

**Products handled:** Raw materials for industry—exclusively for sale in Colombia.

**Companies represented on agency basis:** Including British Steel Corp (BSC), UK (billets and semis; beams and joists; plates; reinforcing materials; heavy sections; light sections and bars; wire rods; strip mills and tinplate products (shared with Wetton, Flanagan); carbon, alloy and stainless steels; tyres, wheels and axles); Bar Bright-Usam (J.F.H. Steel Ltd) (rectified bars, bright bars, free cutting steel bars); Tinsley Wire (Sheffield) Ltd, UK (low and high carbon wire, flattened wire, wire products); Firth Cleveland Steel Strip Ltd, UK (CR steel strip, tempered and hardened steel strip).

**Wetton, Flanagan Ltda**

**Head office:** Apartado Aéreo 240-821, Bogotá 1, DE. **Tel:** 2826179, 2826186. **Telex:** 43344 wf co. **Cables:** Wetton.

**Management:** Robert G. Flanagan (manager, Bogotá office), Pedro J. Azpiri (manager, Medellín office), Christophe E. Flanagan. **Established:** 1970. **Ownership:** Private. **Branches:** Apartado Aéreo 53206, Medellín.

**Wetton, Flanagan Ltda** (*continued*)

**Activities:** Manufacturers' representatives.

**Products handled:** Flat rolled steel products including CR sheets, plates, tinplate. Also raw materials and textile machinery.

**Companies represented on agency basis:** British Steel Corp (BSC), UK (flat products).

## Costa Rica

**Guillermo García & Cía Ltda**

**Head office:** Calles 21-23, Avenida 11, San José. **Tel:** 21 76 16. **Telex:** 2903 garcic cr. **Cables:** Garcico.

**Management:** Carlos Guillermo García (general manager). **Established:** 1932.

**Capital:** Colones 100,000. **Ownership:** Private.

**Activities:** Exclusive representatives under commission basis.

**Products handled:** Billets, CR and HR steel, tinplate and related products.

**Companies represented on agency basis:** Republic Steel Corp, USA; B. S. Livingston Export Corp; Daewoo Industrial Co Ltda. Market area covered: Costa Rica.

**Members of:** Camara de Representantes de Casas Extranjeras.

**General Agencies Co**

**Head office:** PO Box 321, San José. **Tel:** 22 41 38, 22 92 33, 23 24 75. **Telex:** 2135. **Cables:** Aseguier.

**Management:** Agustin Segui (general manager), Antonio Argiles (president), Carlo Giangiulio (administrative manager). **Established:** 1942. **Capital:** US\$10,000 (consolidated US\$250,000). **Subsidiary & associates:** General Agencies Co, 2a Av. 14-19, Zona 10, PO Box 120 A, Guatemala City, Guatemala (Tel: 32 45 60. **Cables:** Agensa) (manufacturer's representatives); Indudi Ltda, Alajuela, Costa Rica (wholesalers and importers in chemical products, hardware and general merchandise); Importadora Condor SA, Alajuela (wholesalers and importers in textiles, fabrics, etc.); La Llave SA, Alajuela (retailers in hardware and domestic appliances); Clan SA, Alajuela (agricultural development).

**Activities:** Manufacturers' representatives.

**Products handled:** General merchandise. Specialised in steel, including CR, HR, galvanized steel sheets, tinplate, rods and plate. Also metals, chemical products, construction materials, hardware, etc.

**Marubeni Central America SA**—see under Panama**Okura & Co Ltd**

**Address:** Guadalupe, Colonia del Rio de la Bomba Recope 150, Varas al Sur, San José. **Tel:** 225043. **Telex:** 2592.

**Sandvik Centro America**

**Address:** Calle Central entre, Avenidas 1-3, 25 Mts. sur Iglesia del Carmen, Edificio Nini Guirola 3er piso 310-11, Apartado 5279, San José. **Tel:** 21 67 67. **Telex:** 2882 sandca cr. **Cables:** Sandvik.

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**DO NOT FORGET** to look in Late Notes for late entries and amendments.



# Cuba

## Cubametales

**Address:** Infanta 16, 4th Floor, Vedado, Havana. **Tel:** 70 25 61. **Telex:** 174 175.  
**Cables:** Cubametal.

**Activities:** Import of iron and steel, etc.

## C. Itoh & Co Ltd

**Address:** Malecon 51, 5 piso, Apartamento 5, Apartado Postal 4124, Havana. **Tel:** 6 8071, 62 0038. **Telex:** 51 1473 havana. **Cables:** Citoh Cu.

# Cyprus

## Phanos N. Epiphaniou Ltd

**Head office:** 65 Ayiou Andreou Street, PO Box 2194, Pallouriotissa, Nicosia. **Tel:** 36121. **Telex:** 2575. **Cables:** Phanepi.

**Management:** Phanos N. Epiphaniou (managing director), John Avraamides (assistant managing director). **Trading personnel:** Argyris N. Epiphaniou (director, Limassol), Costas Dimitriou (sales manager, Nicosia). **Established:** 1959. **Capital:** £100,000.

**Ownership:** Phanos N. Epiphaniou, Mrs. Militsa P. Epiphaniou. **Subsidiary & associates:** Epiphaniou Scrap Metals Ltd (exports of ferrous and non-ferrous scrap, wastepaper, etc.), Phanos N. Epiphaniou & Bros. (imports of animal feeds), Oerlikon Electrodes Ltd (manufacturers of welding electrodes). **Branches:** Limassol, Larnaca.

**Activities:** One of the leading Cypriot importers and stockholders of all steel products. Also importers and exporters on commission basis.

**Products handled:** Reinforcing bars, steel tubes, merchant bars, steel sheets, galvanized steel sheets, hollow sections, round bars, fabric reinforcement, expanded metals, galvanized corrugated steel sheets, channels, joists, galvanized wire, stainless steel sheets, etc. Also aluminium sheets (plain and corrugated), copper sheets. Areas covered: Local, Greece and Middle Eastern countries.

**Companies represented on agency basis:** Corinth Pipe Works SA, Greece (steel tubes); Metal Works of Attica SA, Greece (steel tubes); Sidenor—Steel Works of Northern Greece SA, Greece (reinforcing bars and merchant bars); Viohalyps SA (fabric reinforcement, galvanized wire, etc.); Eurosider Brescia Srlt, Italy (merchant bars); L. C. L. Meyers, Belgium (merchant bars, galvanized sheets, etc.); SA Léon D. Nahum et Filst, Belgium (all steel products); and others.

## Theocharis S. Mitzis

**Address:** Zenonos Kitieos 38-1/1, PO Box 177, Larnaca. **Tel:** 54162, 52634. **Telex:** 3113. **Cables:** Theomi Larnaca.

## Chr. Sophoclidides & Co

**Head office:** 57 Ledra Street, Phaneromeni Building, 1st Floor, Flat 11, PO Box 1041, Nicosia. **Tel:** 021 62954. **Telex:** 2512 chriso cy. **Cables:** Levantrader.

**Management:** Chr. Sophoclidides, A. Chr. Sophoclidou, Constantinos Sophoclidides, K. Sophoclidou. **Trading personnel:** N. Sophoclidou, G. Sophoclidou, N. Nicolaides. **Established:** 1931. **Capital:** C£20,000. **Ownership:** Family concern. **Subsidiary & associates:** Chr. Sophoclidides Estates Ltd. **Branches:** Limassol, Larnaca, Paphos.

**Activities:** Import/export. Agencies, representing steel mills, worldwide.

**Products handled:** Plain and deformed reinforcing bars, CR and HR sheets and plates, galvanized sheets, tinplate, stainless steel sheets, merchant bars, joists and channels, wire rods, strip, tubular products, pipe fittings. Also non-ferrous metals.

## P. M. Tseriotis Ltd

**Head office:** 54-56 Limassol Road, PO Box 1261, Nicosia. **Tel:** 23121-6. **Telex:** 2534 tseriotis. **Cables:** Tseriotis Nicosia.

**Management:** Executive directors—E. P. Tseriotis (chairman and managing), A. D. Loucaides (consumer goods and steel products), Mrs. A. G. Diogenous (electric and electronic appliances), Miss P. E. Tseriotis (motor cars). **Established:** 1916. **Capital:** Authorised: C£200,000. Issued: C£160,000. **Ownership:** Private. **Subsidiary & associates:** Unicars Ltd, Nicosia (imports of VW and Audi cars—spare parts); United Spare Parts Marketing Ltd, Nicosia (marketing of spare parts in the Middle East countries). **Branches:** 2 Themis Street, PO Box 540, Limassol; Archbishop Makarios III Avenue, Filanda Court, Larnaca.

**Activities:** Importers/distributors (for steel products only on a commission basis).

**Products handled:** Steel products. Also building materials, foodstuffs, detergents etc., chemical products, insurance, motor cars, electric and electronic appliances.

**Companies represented on agency basis:** Including British Steel Corp (BSC), UK (steel tubes, tubular products and fittings).

# Czechoslovakia

## Ferromet

**Address:** Opletalova 27, 11181 Prague 1. **Tel:** 2141. **Telex:** 0121634, 0121685, 0121410-1, 0121716. **Cables:** Ferromet Prague.

**Products handled:** Pig iron, rolled steel, special steel, tubes, wire products, castings, forgings, sintered metals.

## Mitsubishi Corp

**Address:** Na Hrebekach 9, 150 00 Prague 5-Smichov. **Tel:** 53 88 05. **Telex:** 122347.

**Management:** T. Fujita (general manager).

## Schoeller-Bleckmann akciová společnost

**Head office:** nám Maxima Gorkého 3, 111 21 Prague 1 (Nové Město). **Tel:** 22 89 41-42. **Telex:** 121 128. **Cables:** Fenixocel Prague.

**Established:** 1911. **Ownership:** VEW—Vereinigte Edelstahlwerke AG, Austria.

**Activities:** Import.

**Products handled:** Steel and steel products.

## Kuličková Ložiska SKF A/S

**Head office:** Pošt Příhrádka 19, 170 04 Prague 7. **Tel:** 80 37 41-4. **Telex:** 121 899.

**Cables:** Eskaeef.

**Management:** Miloslav Suchánek (managing director).

# Denmark

## A. Bastrup Metaller

**Head office:** Willemoesgade 47, DK 2100 Copenhagen Ø. **Tel:** 01 38 70 38. **Cables:** Abastrup Copenhagen.

**DENMARK****A. Bastrup Metaller** (*continued*)

**Management:** A. Bastrup (director), E. Bastrup (manager), C. Bastrup (sales manager).

**Trading personnel:** P. Bastrup. **Established:** 1946. **Ownership:** Bastrup family.

**Activities:** Import for own account and as representatives. Also stock sales.

**Products handled:** CR steel, including nickel and copper coated. Also aluminium semis, solder and fluxes for electronic industry.

**Companies represented on agency basis:** Including Galvano Gesellschaft, West Germany (copper and nickel coated steel); Hesse & Co, West Germany (CR steel).

**Paul Bergsøe & Søn Trading A/S**

**Head office:** Hvissingevej 116, DK 2600 Glostrup. **Tel:** 2 96 12 85. **Telex:** 33344.

**Cables:** Bergsoetrade.

**Established:** 1957.

**Activities:** Agency and stockist covering the Danish market. Paul Bergsøe & Søn Trading A/S is the Bergsøe-Group's trading firm. The firm both imports various raw materials for use in Danish industry and agriculture, and is also employed in the export of Danish products, mainly to distant markets.

**Products handled:** Stainless steel products, hot rolled steel plates. Also semi-finished products in aluminium, lead, brass, copper, nickel, and all types of solders, tinning products and zinc.

**Companies represented on agency basis:** Including Outokumpu Oy, Finland (stainless steel sheets and strip, etc.).

**British Steel Corp, Dansk Repræsentations Kontor**

**Address:** 68 Nørre Voldgade, DK 1358 Copenhagen K. **Tel:** 01 12 17 58. **Telex:** 22 696 amulet kh.

**Management:** P. E. Funder (managing director), H. Granau (manager, administration).

**Trading personnel:** S. Christoffersen, J. Rützou and A. Garde (sales managers).

**Established:** 1975. **Ownership:** Wholly-owned subsidiary of British Steel Corp (BSC), UK.

**Activities:** Danish sales office of the British Steel Corp.

**Products handled:** All iron and steel products produced by the parent company.

**Damstahl A/S**

**Head office:** 28 Danmarksvej, Postbox 530, DK 8660 Skanderborg. **Tel:** 06 52 28 00. **Telex:** 63 113 dam dk. **Cables:** Damstahl.

**Management:** Mikael Sthaalros (managing director), Henry Ehrenberg (chairman).

**Trading personnel:** E. Weien (sales manager), J. Bemann (department manager).

**Established:** 1969. **Capital:** Dkr 8 million. **Ownership:** Ehrenberg group.

**Subsidiary & associates:** Trading companies (all handling stainless steel products)—Holstaalt, Loosdrecht, Netherlands; Damstahl AGt, Baar/Zug, Switzerland; Dam Stahl-Handelsgesellschaft mbHt, Langenfeld, West Germany; Snel AG, Baar/Zug, Switzerland. Herli/Precitube SA, Kerzers, Switzerland (production of welded stainless steel tubes and metal products). Also various trading and production companies in Europe and overseas. **Branches:** Damstahl, 25 Hemsögatan, Box 50 128, S 202 11 Malmö, Sweden.

**Activities:** Import/export, stockholding and trading.

**Products handled:** Stainless steel—seamless and welded tubes and fittings, CR sheets, HR plates, bars (flats, rounds, hexagons and squares).

**Companies represented on agency basis:** Kobe Steel Ltd, Japan (stainless steel tubes) covering Scandinavia; Aços Finos Piratini SA, Brazil (stainless bars, all types) covering Scandinavia; Fonderie Officine Rovelli Srl, Italy (seamless and welded stainless steel tubes, hollow bars) covering Denmark, Sweden, Finland.

## Danferro A/S

**Head office:** Trommesalen 7, DK 1614 Copenhagen V. **Tel:** 45 1 22 70 80. **Telex:** 19519. **Cables:** Danferro.

**Management:** Paul Rasmussen (managing director). **Established:** 1965.

**Ownership:** Member of the CCC group.

**Activities:** Import/export, import/export agency.

**Products handled:** Iron and steel products.

## Daval A/S

**Head office:** Læderstræde 32-4, DK 1201 Copenhagen K. **Tel:** 01 11 4506. **Telex:** 15705 daval dk. **Cables:** Davalas.

**Management:** B. Elo. **Trading personnel:** B. Elo, F. Thage (containers and pre-fabricated building), O. Brandt. **Established:** 1928. **Capital:** DKr 471,000.

**Ownership:** Limited company.

**Activities:** Import agency; no stocks.

**Products handled:** Steel products, metals, tubes, containers, prefabricated buildings, gas cylinders.

**Companies represented on agency basis:** Including Davalt, France; Pont-à-Mousson SA, France; Creusot-Loire, France; Halbergerhütte GmbH, West Germany.

## P. E. Ehrhardt A/S

**Head office:** 28 Smedeland, DK 2600 Glostrup. **Tel:** 02 968611. **Telex:** 33186 tubexp dk. **Cables:** Ehrhardttror.

**Management:** Niels Ehrhardt (managing director). **Trading personnel:** B. Tolstrup (sales and export), K. Christensen (valves), K. Olsson (steel tubes and fittings). **Established:** 1914. **Capital:** Share capital: Dkr 3 million. **Ownership:** Share capital is family owned.

**Activities:** Import/export; stockist.

**Products handled:** Steel tubes and pipes; flanges, elbows and fittings; cast iron and steel valves.

**Members of:** Rørforeningen (The Danish Tube Merchants Assn.).

## Aug. Eklöw A/S

**Address:** Peder Skramsgade 7, Copenhagen. **Tel:** 1118808.

## Elkem-Spigerverket A/S Danmark

**Address:** Lyngby Hovedgade 4, DK 2800 Lyngby. **Tel:** 2 87 40 77. **Telex:** 37362.

## Fagersta A/S

**Head office:** Vallensbækvej 20A, DK 2600 Glostrup. **Tel:** 02 45 00 22. **Telex:** 33275.

**Management:** Mogens Larsen (managing director). **Trading personnel:** Thorfinn Capion (special steels). **Established:** 1967. **Capital:** DKr 500,000. **Ownership:** Wholly-owned subsidiary of Fagersta AB, Sweden.

**Activities:** Import.

**Products handled:** Stainless strip, tubes, pipe, wire and wire rods; high speed steel bars, strip and wire rods; stainless steel castings; grinding balls; structural steel bars.

**Companies represented on agency basis:** Fagersta AB, Sweden.

## Axel Felthaus & Co

**Head office:** Ulrikkenborg Allé 50, Postbox 150, DK 2800 Lyngby. **Tel:** 02 87 94 00. **Telex:** 37398. **Cables:** Feltco.



**DENMARK****Axel Felthaus & Co** (*continued*)

**Management:** Axel Felthaus, Hans Felthaus. **Established:** 1945.

**Activities:** Import agency.

**Products handled:** Iron and steel rolled products, steel tubes. Also chains, bolts, and screws.

**Companies represented on agency basis:** Several companies in UK, Germany, Belgium, Netherlands, France, Austria.

**Members of:** Danmarks Agentforening (Assn. of Commercial Agents of Denmark).

**P. Funder & Son Ltd**

**Head office:** 68 Nørre Voldgade, DK 1358 Copenhagen K. **Tel:** 01 148077. **Telex:** 15292 funal dk.

**Management:** Paul E. Funder (managing director), Knud Willumsen (general sales manager). **Trading personnel:** Paul E. Funder, Knud Willumsen, Mrs. Jette Mors.

**Established:** 1889. **Capital:** Share capital: DKr 300,000. **Ownership:** Private limited company.

**Activities:** Import agency; no stocks.

**Products handled:** Rolled, forged and drawn steel products, and tinplate. Also aluminium, brass and copper, and fasteners. Delivery in Danish territory including The Faroe Islands, Iceland and Greenland.

**Companies represented on agency basis:** Including Darlington & Simpson Rolling Mills Ltd, UK (hot rolled steel sections); Lee of Sheffield Ltd, UK (bright drawn steel); Monmore Tubes Ltd, UK (galvanized tubes); Raine & Co Ltd, UK (hot rolled steel sections); William King Ltd, UK (tinplate in coils); London Coated Sheet Co, UK (zinc coated and leaded sheets).

**M. J. Grønbech & Sønner A/S**

**Head office:** 8 Kristianiagade, DK 2100 Copenhagen Ø. **Tel:** 01 42 63 42. **Telex:** 19525 groenb dk. **Cables:** Grønbechs.

**Management:** Jens Trock (managing director). **Trading personnel:** V. Arildsen (mild steel), E. Linde-Nielsen (stainless steel), Erik Nielsen (steel sheet piling). **Established:** 1828. **Capital:** DKr 23 million. **Ownership:** Privately owned limited company.

**Activities:** Importers, stockholders, agency.

**Products handled:** Specialists in mild steel, galvanized and stainless steel sheets.

**Companies represented on agency basis:** Hoesch Hüttenwerke AG, West Germany (steel sheet piling).

**Members of:** Stålforeningen; Importørforeningen af 11. August 1933; Fédération Internationale des Assns. de Négociants en Aciers, Tubes et Métaux (FIATM).

**E. Kastrup Hansen ApS**

**Head office:** Stentoftens 37, DK 9550 Mariager. **Tel:** 08 541855. **Telex:** 65875. **Cables:** Varka Mariager.

**Management:** E. Kastrup Hansen (general manager). **Trading personnel:** E. Mills Kastrup Hansen (tool department, Hadsund), Jørgen Nielsen (iron, steel, non-ferrous products). **Established:** 1945.

**Activities:** Import agencies; no stock.

**Products handled:** HR steel, bright drawn steel, CR steel, CR sections, steel alloys, steel forgings, steel castings, all types of pipes and tubes. Also non-ferrous products, bolts and screws.

**A/S Erling B. Ibsen**

**Head office:** Metalbuen 28, DK 2750 Ballerup. **Tel:** 02 978111. **Telex:** 35334.

**Management:** F. Henrichs, Mikael Ibsen. **Established:** 1939. **Capital:** DKr 2,425,000. **Subsidiary & associates:** Ibsens Hærderi (hardening shop).

**A/S Erling B. Ibsen** (*continued*)**Activities:** Imports, stockholding, agency.**Products handled:** Special steels of all kinds—rolled, forged, drawn, ground and pre-machined.**Companies represented on agency basis:** Thyssen Edelstahlwerke AG (TEW), West Germany.**A. Johnson & Co A/S****Head office:** Jaegersborg Allé 14, DK 2920 Charlottenlund. **Tel:** 01 63 40 00. **Telex:** 27234 ajco dk.**Management:** Staffan Riben (managing director). **Trading personnel:** Carsten Egeberg (section manager, steel department). **Subsidiary & associates:** Axel Johnson group.**Activities:** Stainless steel import; stocks in Padborg of tubes and fittings.**Products handled:** Stainless steel tubes, bars, sheets, coils, fittings.**Companies represented on agency basis:** Inoxium SA, France (stainless sheets and coils); Aços Villares SA, Brazil (stainless steel bars and forgings); Johnson Tube BV, Netherlands (stainless tubes and pipes).**Kjellbergs Successors A/S****Address:** Vesterbrogade 18, DK 1620 Copenhagen V. **Tel:** 01 21 60 11. **Telex:** 15946 succas dk. **Cables:** Kjellsucc.**Lemvig-Müller & Munck A/S****Head office:** 16 Vestergade, DK 1456 Copenhagen K. **Tel:** 01 15 05 25. **Telex:** 22666 stal dk. **Cables:** Jern.**Established:** 1833. **Capital:** DKr 100 million. **Branches:** Tolderlundsvej 115, DK 5000 Odense C; Jernforretningen Lemvig-Müller & Munck, Aarhus A/S, Sverigesgade, Nordhavnen, DK 8100 Aarhus C.**Activities:** Importers and stockholders.**Products handled:** All steel products including stainless and special steels.**Members of:** Stålföreningen; Importørforeningen af 11. August 1933; Fédération Internationale des Assns. de Négociants en Aciers, Tubes et Métaux (FIATM).**Mannesmann Jern og Staal****Head office:** Falkoner Allé 7, DK 2000 Copenhagen F. **Tel:** 01 86 82 50. **Telex:** 19692. **Cables:** Mannexstaal.**Management:** Peter Gratzfeld (managing director), Wolfgang Eichhorst (chief engineer). **Ownership:** Mannesmann Handel AG, West Germany.**Activities:** Danish agency of Mannesmann Handel AG, West Germany.**Products handled:** All kinds of steel pipes and rolled steel products, ship gears, transport systems.**Companies represented on agency basis:** Mannesmann Handel AG, West Germany; Lohmann & Stolterfoht AG.**B. O. Nielsen (Iron & Steel Agencies) A/S****Head office:** Hauser Plads 18, PO Box 2023, DK 1012 Copenhagen K. **Tel:** 01 117900. **Telex:** 16390. **Cables:** Bonagent.**Management:** A. Baltz Nielsen (managing director), O. B. Nielsen (sales director).**Trading personnel:** Managers—O. Munch (sales department), P. Karmacher (tubes, pipes), U. Petersen (stainless steel, strip). **Established:** 1946. **Capital:** DKr 1 million.

**DENMARK****B. O. Nielsen (Iron & Steel Agencies) A/S** *(continued)*

**Ownership:** See management. **Subsidiary & associates:** Bon-Fragt ApS (forwarding agents).

**Activities:** Import/export agency. Stocks at Antwerp, Belgium; and Aalborg, Fredericia and Copenhagen, Denmark. Stocks carried: 6,000-7,000 tons of shipbuilding plates, commercial plates, CR coils/sheets.

**Products handled:** Structural plates, shipbuilding plates, steel castings and forgings, steel strip, stainless steel, tubes.

**Companies represented on agency basis:** Mitsui & Co (Europe) GmbH, West Germany; Kobe Steel Ltd, Japan. Market areas covered: Denmark, Norway, Sweden, France, Switzerland.

**Members of:** Dansk Grosserersocietet, Walzstahl Vereinigung.

**P. Olsen & Co ApS**

**Head office:** Østergade 42, PO Box 171, DK 1005 Copenhagen K. **Tel:** 1 150444.

**Telex:** 19444. **Cables:** Polmetal.

**Management:** V. Frederiksen (managing director). **Trading personnel:** G. Jensen (manager). **Established:** 1974. **Ownership:** See management. **Subsidiary & associates:** Frederiksen & Co (import and export).

**Activities:** Import/export agency.

**Products handled:** Rolled steel of all kinds, including stainless and special steels.

**Companies represented on agency basis:** NV Tubes de Haren SA, Belgium; Poppe & Potthoff, West Germany; Scancoil A/St, Norway.

**A/S Sandviken**

**Head office:** Abildager 26-28, DK 2600 Glostrup. **Tel:** 02 96 65 22. **Telex:** 33234.

**Cables:** Sandvikstaal.

**Management:** P. H. Berthelius (managing director). **Trading personnel:** Sales managers—Jens Aage Jensen (steel products), Gunner F. Sodemann (cutting tools), John Madsen (saws and tools). **Established:** 1934. **Capital:** Dkr 4 million.

**Ownership:** Sandvik AB, Sweden. **Subsidiary & associates:** The Sandvik group consists of the group parent company Sandvik AB and 100 subsidiary companies in 37 countries.

**Activities:** Import, stocks carried. Also manufacture of special cemented carbide tools.

**Products handled:** Steel products. Also cemented-carbide products, saws and tools and steel belt conveyers.

**Companies represented on agency basis:** Sandvik AB, Sweden.

**Scanprofiles ApS**

**Head office:** Stentofte 37, DK 9550 Mariager. **Tel:** 08 541677. **Telex:** 65875.

**Management:** E. Kastrup Hansen (general manager). **Trading personnel:** E. Mills Kastrup Hansen, Jørgen Nielsen. **Established:** 1959. **Capital:** Dkr 60,000.

**Activities:** Import agencies.

**Products handled:** Iron and steel and non-ferrous products in all forms, inclusive of tubing; stainless and alloy steels.

**S. N. Simonsen & Co A/S**

**Address:** Kronprinsessegade 2, DK 1306 Copenhagen K. **Tel:** 01 154926. **Telex:** 19924. **Cables:** Esensico Copenhagen.

**SKF Stål A/S**

**Head office:** 55 Sdr. Ringvej, PO Box 502, DK 2600 Glostrup. **Tel:** 02 96 66 33. **Telex:** 33 330. **Cables:** Specialstaal.

**SKF Stål A/S** *(continued)*

**Management:** Erik Gerved (managing director). **Trading personnel:** Managers—John Carlsson (sales), K. Nørregaard Madsen (material flow), Birte Jørgensen (financial). **Established:** 1980. **Capital:** Dkr 5 million. **Ownership:** SKF Holding Danmark A/S. **Branches:** Aarhus.

**Activities:** Import of special steel and semi-manufactured products of steel; steel service centre stocks are carried in Glostrup and Aarhus; agency.

**Products handled:** All special steel products in bars, strip, sheets, wire rods, bright bars, mechanical tubing, forgings, drop forgings, castings and sinter iron. Also semi-finished products for the hydraulic industry and chains, nails, fences and gratings.

**Companies represented on agency basis:** Schwäbische Hüttenwerke, West Germany (free-cutting steel and other bright steel, hardened shafts, castings and forgings); Platestahl, West Germany; Neumeyer Fließpressen, West Germany (cold forgings); Gunnebo Bruks AB, Sweden (nails, chains, wire, fences); Weland & Söner AB, Sweden (gratings); Von Roll Ltd, Switzerland (castings including continuous castings); von Moos Stahl AG, Switzerland.

**Members of:** Grossistsammenslutningen af 1930.

**Søren Høgh Ltd**

**Head office:** Roskildevvej 398, DK 2610 Roedovre (Copenhagen). **Tel:** 1 708500. **Telex:** 1 95 89. **Cables:** Sorenhogh Copenhagen.

**Management:** Directors—H. Frisenette (technical), H. Borgfelt (commercial). **Established:** 1902. **Capital:** Dkr 200,000. **Ownership:** Limited company.

**Activities:** Exclusively importing on own account or as sole agents.

**Products handled:** Tool steel and constructional steel, castings, also semis for metal industry; machine tools; diamond tools; grinding products; steam valves and packings; etc.

**Companies represented on agency basis:** Osborn Steels Ltd, UK; Osborn Mushet Tool Works Ltd, UK; etc.

**SSAB—Svensk Stål A/S**

**Head office:** Mitchellsgade 9, DK 1568 Copenhagen V. **Tel:** 01 13 20 01. **Telex:** 16238.

**Management:** Knud Erik Hansen (managing director). **Trading personnel:** Knud Erik Hansen (managing director), Poul Kristoffersen (sales manager). **Established:** 1978.

**Capital:** Dkr 200,000. **Ownership:** Svenskt Stål AB, Sweden.

**Activities:** Import of steel from parent company in Sweden; no stocks.

**Products handled:** Steel ship plates, profiles for the shipbuilding and offshore industries, CR flat products, HR flat products (heavy plates, coils and sheets), floorplates (chequer and tear), galvanized sheets, universal flats, angles and beams.

**Stavanger Staal A/S**

**Head office:** Sydmarken 17, DK 2860 Søborg-Copenhagen. **Tel:** 01 693111. **Telex:** 19602. **Cables:** Stavangerstaal.

**Management:** J. H. Dyrhauge (director), W. Hansen (manager), J. Lindinger (manager). **Trading personnel:** See management. **Established:** 1951. **Capital:** Dkr 1 million.

**Activities:** Import/export; import agency; carrying stocks of bars, tubes and fittings.

**Products handled:** Stainless and acid resisting steels in bars, profiles, tubes and fittings.

**Companies represented on agency basis:** Nye Stavanger Staal A/S, Norway (special steels in castings and forgings); Sté Meusienne de Constructions Mécaniques, France (welded stainless steel tubing); BSL—Bignier Schmid-Laurent, France (welded stainless steel tubing and fittings); TI Chesterfield Ltd, UK (seamless stainless steel tubing); P.I. Castings (Altrincham) Ltd, UK (precision castings).

**Members of:** Chamber of Commerce, Copenhagen.



## DENMARK

**Stemeco—Steel & Metal Co Ltd A/S**

**Head office:** Stentoft 37, DK 9550 Mariager. **Tel:** 08 541811. **Telex:** 65875.

**Management:** E. Kastrup Hansen (general manager). **Trading personnel:** E. Mills Kastrup Hansen, Jørgen Nielsen. **Established:** 1970. **Capital:** DKr 110,000.

**Activities:** Import agencies.

**Products handled:** HR and CR steel, alloy steels, forgings, castings, all types of pipes and tubes. Also non-ferrous metals, bolts and screws.

**S. A. Svendsen A/S**

**Head office:** 33 Toldbodgade, DK 1253 Copenhagen K. **Tel:** 451 13 55 77. **Telex:** 22288 siron. **Cables:** Siron.

**Management:** Per Sørup (director). **Trading personnel:** Product managers—Eigil Knudsen, Bjarne Krag, Kai Langner, Aa. Nørregaard. **Established:** 1930. **Capital:** DKr 94,986,000 (plus reserves). **Ownership:** Sophus Berendsen A/S, Denmark.

**Activities:** Agents and wholesalers, covering Denmark.

**Products handled:** Specialities—special steels, boiler tubes, aluminium extrusions, medium and heavy plates.

**Companies represented on agency basis:** A number of well known works in UK, Finland, France, Sweden and West Germany.

**Thisted Jernhandel A/S**

**Head office:** Strandvejen 73, DK 7700 Thisted. **Tel:** 07 922500.

**Management:** Knud Homann (managing director), Peter Kaas Homann, Gerda Homann. **Trading personnel:** Leo Andersen (power of attorney), Villy Christensen (buyer, steel bars and sections), Jens E. Dahl (buyer, steel plates, cold formed sections and tool steel). **Established:** 1925. **Capital:** DKr 1,050,000. **Ownership:** Private company.

**Activities:** Import.

**Products handled:** Iron, steel (including bars, sections, plates, cold formed sections), tubes, tool steel. Also tool machinery, sanitary and heating appliances. Main area covered: North Western Jutland.

**Members of:** Stålföreningen (Danish Steel Wholesalers Assn.).

**Uddeholm A/S**

**Head office:** Fabriksparken 26, Postbox 1307, DK 2600 Glostrup. **Tel:** 2 96 96 33. **Telex:** 33390.

**Management:** Peer Svendsen (president). **Trading personnel:** Knud Simonsen (stainless steel), Flemming Nymann Jørgensen (tool steel). **Established:** 1952. **Capital:** DKr 1 million. **Ownership:** Wholly-owned subsidiary of Uddeholms AB, Sweden.

**Activities:** Import; stocks.

**Products handled:** Stainless steels and tool steels in all forms.

**Holger Varbo & Co**

**Head office:** Stentoft 37, DK 9550 Mariager. **Tel:** 08 541006. **Telex:** 65875 varka dk. **Cables:** Varka.

**Management:** E. Kastrup Hansen. **Established:** 1945. **Capital:** Approx. DKr 3 million. **Ownership:** Private.

**Activities:** Import agencies.

**Products handled:** Rolled steel products, tubes and pipes, metals of all kinds, bolts and screws.

# Dominican Republic

## Casa Alfa C por A

**Head office:** José Desiderio Valverde 103, PO Box 696, Santo Domingo. **Tel:** 682 3241, 682 4569, 685 3066, 687 7573. **Telex:** 3460353, 3460093, 3264132.  
**Cables:** Alfa Santo Domingo.  
**Management:** Juan Ostreicher (president), Pedro J. Ostreicher (vice president, sales).  
**Established:** 1941. **Capital:** RD\$50,000.  
**Activities:** Agency.  
**Products handled:** All steel products.

## Buñols & Co, C por A

**Head office:** Maximo Gomez 36, Apartado 897, Santo Domingo. **Tel:** 809 688 0521-2. **Telex:** ITT 3460030 bunols. **Cables:** Bunols.  
**Management:** P. Ernesto Buñols G. (president), Juan Alou Reynoso (vice president).  
**Trading personnel:** Rafael Melo Matos (salesman). **Established:** 1912. **Capital:** RD\$25,000. **Ownership:** See management. **Subsidiary & associates:** Comercial de Bienes Raices C por A, Santo Domingo (houses, apartments, local renters).  
**Activities:** Foreign firms' representatives.  
**Products handled:** All kinds of steel.  
**Companies represented on agency basis:** Including U.S. Steel Western Hemisphere Inc, USA.

# Dubai (UAE)

**Bhatia Bros.**—see Technical Parts Co, Abu Dhabi

## Nichimen Co Ltd

**Address:** 24 Al-Moosa Building, Al-Katoum Road, Deira, Dubai (PO Box 531, c/o Oman International Automotive Division). **Tel:** 81939. **Telex:** 6432.

## Okura & Co Ltd

**Address:** c/o Pan Gulf Constructions (Dubai) Ltd, PO Box 541, Dubai. **Tel:** 450425, 450823-6. **Telex:** 892 46109.

## Oman National

**Address:** PO Box 5628, Dubai. **Tel:** 282261-9. **Telex:** 46833 motaf em.

**Technical Parts Co**—see under Abu Dhabi

# Ecuador

## Agencias Internacionales CA

**Address:** Av. 9 de Octubre 419, PO Box 1311, Guayaquil. **Cables:** Bethexport Guayaquil.

**ECUADOR****Ivan Bohman Cía Ltda**

**Address:** Av. 10 de Agosto 1199, Casilla 370, Quito. **Tel:** 24 80 01, 24 80 70.  
**Cables:** Boman.

**Encor Agencias y Representaciones**

**Head office:** PO Box 2213, Quito. **Tel:** 546 184. **Telex:** 2172 pienk Atte. Encor.  
**Cables:** Encor.

**Management:** Teresa Pienknagura (manager), Josefina Engel (assistant manager), Irene R. de Dorfzaun (assistant manager). **Established:** 1956. **Ownership:** See management.

**Activities:** Commission agents for imports into Ecuador. Represents various firms around the world in Ecuador.

**Products handled:** CR and HR sheets, wire rods, flats, angles, billets. Also aluminium discs, aluminium ingots and strip.

**Isatco C. Ltda**

**Head office:** Ave. 10 de Agosto 6011, Casilla 624, Quito. **Tel:** 452 122. **Telex:** 2179 isatco ed. **Cables:** Isatco.

**Management:** Miguel Falck (manager), Marcelo Pinto (president). **Trading personnel:** Dieter Dyck and Carlos Fiallos (sales, construction material). **Established:** 26 years (1980). **Capital:** Sucres 2 million. **Ownership:** Miguel Falck, Dieter Dyck, Marcelo Pinto. **Branches:** Quisquis Nr. 202 y Riobamba, PO Box 3474, Guayaquil (Tel: 301287. Telex: 3161 isatco ed).

**Activities:** Import agency.

**Products handled:** Steel and construction material. Also plastic and textile machinery.

**Companies represented on agency basis:** TradeArbed SA†, Luxembourg.

**Marubeni Corp**

**Address:** 7 piso, Edificio Rocafuerte, Jorge Washington 718, Ave. Amazonas, Apartado Postal 2599, Quito. **Tel:** 541 413-5. **Telex:** 2236. **Cables:** Marubeni Quito.

**Mitsui del Ecuador SA**

**Addresses:** Edificio Francisco de Orellana, Avenida Orellana 1359, Apartado 4609A, Quito (Tel: 544372. Telex: 2276. Cables: Mitsui Quito); Edificio Seguros Condor, P. Ycasa 302, 10° piso, Oficina 1003, Casilla 5886, Guayaquil (Tel: 304760-1. Telex: 3238).

**Nissho-Iwai Co Ltd**

**Address:** Avenida Amazonas 1354 y Avenida Colon, Edificio Banco del Pichincha, Amazonas Septimo piso, PO Box 2356, Quito. **Tel:** 02 547850-1. **Telex:** 2187 nisrock. **Cables:** Nisshoiwai Quito.

**Spatsteel Ltd**

**Head office:** PO Box 467-A, Quito. **Tel:** 546 666. **Telex:** 022367 spat ed.

**Management:** Fernando Pazmino T. (manager).

**Activities:** Import/export of iron and steel. Stocks are carried. Agencies. Agencies for the purchase of crude oil and refined petroleum products.

## ECUADOR

**Sumitomo Corp**

**Address:** Oficina 7-8, Edificio Las Torres de la Colon, Avda. Colon 1346 PO Box 3717, Quito. **Tel:** 529939, 525 833, 541 400. **Telex:** 22216 sumitomo ed. **Cables:** Sumitomo Quito.

**Toyo Menka Kaisha Ltd**

**Address:** Edificio Filanbanco, Oficina 706, 9 de Octubre y Pichincha, Casilla 6073, Guayaquil. **Tel:** 529939, 529957, 519898. **Telex:** 3139 tomen ed. **Cables:** Toyomenka Guayaquil.

**Union Comercial Industrial CA**

**Address:** Avda. 10 de Agosto 637, Apartado 2818, Quito. **Tel:** 235 960, 235 520. **Cables:** Bethexport Quito.

# Egypt

**Adel Boulis Basili**

**Address:** 33 Kasr El Nile Street, 13th Floor, Apartment 2, Cairo. **Tel:** 937613, 907599.

**Egyptian-Swedish Trading Co—Selim Habib & Co**

**Head office:** 28 Mahmoud Bassuni Str., PO Box 2234, Cairo. **Tel:** 756700, 756681. **Telex:** 93910 habib un. **Cables:** Swedoffice Cairo.

**Management:** Selim Habib (managing director). **Trading personnel:** Yousri Shaker (sales engineer), Mohamed Abdel Megued (salesman). **Established:** 1946. **Capital:** E£10,000. **Ownership:** Selim Habib & Co. Member of the Axel Johnson group.

**Activities:** Import trading agencies, distribution.

**Products handled:** Stainless and special steel; pipes. Also valves and grinding media.

**Companies represented on agency basis:** Avesta Jernverks AB, Sweden; Fagersta AB, Sweden; Nyby AB, Sweden; AB Alvenius Industrier, Sweden.

**L.M.G. International Trade Corp Ltd**

**Head office:** 11 Orabi Street, Cairo. **Tel:** 743 985, 741 133, 743 841. **Telex:** 92644 lmg un. **Cables:** Louigex Eg.

**Management:** Louis Mikhail Gerges (managing director). **Established:** 1975. **Capital:** E£500,000. **Ownership:** Egyptian. **Subsidiary & associates:** National Industrial Projects Co (Nipco). **Branches:** 19 Morci Bedr Street, Alexandria (Tel: 27319. Cables: Louigex).

**Activities:** Importers, exporters, authorised agents and stockists.

**Products handled:** Stainless, high alloy, and commercial steels. Also tools, valves, hydraulic equipment, air compressors, machinery.

**Companies represented on agency basis:** Sandvik AB, Sweden; Klöckner Stahl, West Germany; Osborn Steels Ltd, UK; Dunford Hadfields Ltd, UK.

**Misr Commercial & Industrial Office, Abdel Hamid Saddik**

**Head office:** 99 Ramses Street, Cairo. **Tel:** 752257, 746429. **Cables:** Miscommerce.

**Management:** Abdel Hamid Saddik (owner and general manager), Abdel Rehim A. Ibrahim (offices' chief). **Trading personnel:** Ahmed A. Saddik, Abdel Rehim A.



## EGYPT

**Misr Commercial & Industrial Office, Abdel Hamid Saddik** (*continued*)

Ibrahim, Omar Abbas Abdou. **Established:** 1944. **Capital:** E£100,000. **Branches:** Textile Machinery and Spare Parts, 20 and 58 Saptieh Street, Cairo (Tel: 970257).

**Activities:** Imports, exports, agencies; stock carried.

**Products handled:** All kinds of steel. Also non-ferrous metals including copper and copper alloys; workshop tools and requirements; textile machinery and spare parts.

**Companies represented on agency basis:** VEW—Vereinigte Edelfahlwerke AG, Austria (all kinds of special and alloy steels); Stahl-Handelsgesellschaft mbH (SHG), West Germany. Market area covered: Egypt.

**Misr Foreign Trade Co**

**Head office:** 1 Kasr El Nile Street, Cairo. **Tel:** 759837, 759823. **Telex:** 92233, 92370, 92780 micomex. **Cables:** Misr Comex Cairo.

**Management:** L. A. Deif (general manager and director). **Trading personnel:** Mokles Ali Fikry (general manager, metal department and miscellaneous). **Established:** 1955. **Capital:** E£1 million. **Ownership:** Public sector. **Branches:** Sedni.

**Activities:** Import/export.

**Products handled:** Ferrous and non-ferrous metals. Also miscellaneous refractory items, chemicals and foodstuffs.

**Companies represented on agency basis:** Including Pont-à-Mousson SA, France covering Egypt.

**Siderexport**—see Siderexport SpA, Italy

**Abu Simbel Metal & Chemical Co**

**Head office:** 36 Saad Zaghloul Street, Alexandria. **Tel:** 809493, 809342. **Telex:** 54180 comalx un. **Cables:** Simbelco.

**Management:** M. Harakani (director manager). **Established:** 1969. **Capital:** US\$100,000. **Ownership:** See management. **Branches:** 13, 26 July Street, Cairo.

**Activities:** Import and stocks of pipe.

**Products handled:** Steel pipes and fittings, covering Egypt.

**Sumitomo Corp**

**Address:** 26 Mohamed Mazhar Street, Zamalek, PO Box 1677, Cairo. **Tel:** 908070. **Telex:** 93897 sumit un. **Cables:** Sumitomo Cairo.

**TRI Continent**—see Metalpha Trading, Switzerland

**UNITED TRADING CO.** [PRIV.]

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**PRIME - EXCESS AND SECONDARY.**

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Cairo - Egypt

Tel. 916.803 - 921.473 - 917.508 - 935.191

Telex 93.609 rjh - Telegrams 'Blacksmith'

## United Organization for Interior Trade

**Head office:** 62 Goumhourieh Street, PO Box 1481, Cairo. **Tel:** 916 803, 917 508, 921 473, 935 191. **Telex:** 93609 rjh. **Cables:** Blacksmith Cairo.

**Management:** Raymond J. Haddad (managing director), A. Aziz Ibrahim (sales director), E. Zakhoura (sales engineer, Klinger), Mrs. Z. Hanaa (sales director, steel department). **Trading personnel:** Alaa A. Arram (steel), K. Shaaban (non-ferrous), M. Hegazi (sales engineer, northern area), Ali Said (field representative). **Established:** 1959. **Capital:** E£100,000. **Ownership:** R. J. Haddad and D. Noury. **Subsidiary & associates:** United Trading Co (importing metals and engineering products), Nile Express Travel. **Branches:** 1 St. Catherine Square, Alexandria; 71 Abu Dardar Street, Alexandria; 10 Gueneina Street, Cairo (general warehouses).

**Activities:** Import and wholesale of ferrous and non-ferrous metals and engineering products (valves, fittings, tubes, asbestos, tools, machinery, weighing machines, etc.). Exclusive mill distributors and agents.

**Products handled:** Special steels (HSS, tool, stainless, alloy), commercial steels (rebars, sections, plates, galvanized), ferro-alloys, pig iron, welding electrodes, wire. Also non-ferrous metals and alloys.

**Companies represented on agency basis:** Inoxium SA†, France (stainless steel); Eurinter SA†, Belgium (galvanized steel sheets); Nikko Boeki Kaisha Ltd, Japan (special steels); Hauts Fourneaux Réunis de Saulnes & Uckange, France (pig iron); Det Danske Stålvalseværk A/S (DDS), Denmark (shipbuilding steel).

## El Salvador

### Distribuidora Tecnica SA (Ditesa)

**Address:** 21 Avenida Norte 1334, San Salvador. **Tel:** 25 1783. **Telex:** 20329.

### Mitsubishi Corp

**Address:** Apartado Postal 298, San Salvador. **Tel:** 251841. **Telex:** 20125. **Cables:** Mitsubishi Sansalvadorelsal.

**Management:** N. Takasu.

### Charles F. Rich & Co

**Head office:** 41 Avenida Norte 228, San Salvador. **Tel:** 24 1748, 24 2060. **Telex:** 20095 arca. **Cables:** Rich San Salvador.

**Management:** Partners—Pierre Cahen, Federico Eisele, Stamford Scherer. **Trading personnel:** See management. **Established:** 1934.

**Activities:** Sales representative.

**Companies represented on agency basis:** Bethlehem Steel Export Corp†, USA.

## Ethiopia

### Ethio Commerce & Engineering Co Ltd

**Head office:** PO Box 2324, Addis Ababa. **Tel:** 443560-1. **Telex:** 21215 etcomeng. **Cables:** Mahary Addis Ababa.

**Management:** M. T. Berhan (managing director), G. Araya (manager), A. Abraham (manager). **Established:** 1960. **Capital:** Birr 100,000. **Ownership:** Private.

**Activities:** Import and distribution, stocks carried.

**Products handled:** Rectangular hollow sections, merchant bars, plain and corrugated galvanized sheets. Also aluminium sheets, etc.

**ETHIOPIA****Ethio Commerce & Engineering Co Ltd** (*continued*)

**Companies represented on agency basis:** British Steel Corp (BSC), UK (steel tubes, tubular products and fittings).

**Marubeni Corp**

**Address:** 2nd Floor, Housing & Savings Bank Building, Ras Abebe Aregay Avenue, PO Box 2326, Addis Ababa. **Tel:** 159257, 159223, 157157. **Telex:** 21051. **Cables:** Marubeni Addisababa.

**Mitsubishi Ethiopia Trading Pvt Ltd Co**

**Address:** PO Box 3257, Addis Ababa. **Tel:** 152829. **Telex:** 21071. **Cables:** Mitsubishi Addisababa.

**Management:** K. Wada (general manager).

**Socomar**—see Siderexport SpA, Italy

# Finland

**Oy Algol Ab**

**Head office:** Eteläranta 8, SF 00130 Helsinki 13. **Tel:** 176 631. **Telex:** 121430. **Cables:** Algol.

**Management:** Björn Biese (managing director), Magnus Bargum (deputy managing director). **Trading personnel:** Directors—Leif Lund (steel division), Lars-Erik Hemming (deputy, steel and metals). Managers—Tor-Ola Lönnroth (fabricated steel products), Jorma Sepponen (tubes and fittings), Herbert Oesch (commercial steel from stock). **Established:** 1894. **Capital:** Share capital: Fmk 3,600,000. **Ownership:** Privately owned limited company. **Subsidiary & associates:** Oy Neoremedia Ab, Helsinki (pharmaceuticals); Oy Turun Kyllästyslaitos, and Åbo Impregneringsverk Ab, Ihala (impregnated timber).

**Activities:** Foreign trade, industrial production, wholesale trade and sales representations, stocks.

**Products handled:** Commercial grades of bars, sections and plates; shipbuilding material; tubes and fittings; hollow sections; stainless sheets, plates, tubes and fittings; tinplate; chains and wire ropes. Also ferro and nickel alloys, non-ferrous and precious metals.

**Companies represented on agency basis:** Including Nyby Uddeholm AB (stainless sheets, plates, tubes and fittings); A/S Norsk Jernverk, Norway (bars and sections, tinplate); Fried. Krupp Hüttenwerke AG (FKH), West Germany (forgings); Thyssen Stahlunion AG†, West Germany (tubes and fittings); Forges de Clabecq SA, Belgium (heavy plates); Armco Inc, USA (special steel products).

**Members of:** Suomen Teknillinen Kauppaliitto (The Finnish Assn. of Technical Traders).

**Oy Antares Ab**

**Head office:** Pakilantie 61, SF 00661 Helsinki 66. **Tel:** 742 011, 75501. **Telex:** 124449.

**Management:** Board directors—Aimo Paloluoma, Pertti Berg, Lasse Wikman (managing). **Established:** 1971. **Capital:** Fmk 40,000. **Ownership:** Valtameri Oy (50%). Oy Telko Ab (40%). Wm. Sandberg Oy (10%).

**Activities:** Import.

**Products handled:** Tinplate.

**Companies represented on agency basis:** British Steel Corp (Exports) Ltd, UK (tinplate).

## FINLAND

**Oy Suomen Bofors Ab**

**Head office:** PO Box 8, SF 00371 Helsinki 37. **Tel:** 553 166. **Telex:** 124613. **Cables:** Suobo Sf.

**Management:** Holger Blomqvist (managing director). **Trading personnel:** Kai-Nils Nordstroem (responsible for steel sales). **Established:** 1946. **Capital:** Fmk 2 million.

**Ownership:** AB Bofors, Sweden.

**Activities:** Import of steel; heat treatment of metals and steels as industrial service.

**Products handled:** Steel products. Also electronics and chemicals.

**Companies represented on agency basis:** Including AB Bofors, Sweden; Uddeholm AB, Sweden; Nyby Uddeholm AB, Sweden; Uddeholm Strip Steel AB, Sweden; Smed jebakens Valsverks AB, Sweden; Svenskt Stal AB (SSAB), Sweden; Coghlan Bright Steel Ltd, UK; Ampco Metal Division, Ampco-Pittsburgh Corp, USA.

**Members of:** Suomen Teknillinen Kauppaliitto (Finnish Assn. of Metal Traders), Suomen Metalliteollisuuden Keskusliitto (Federation of Finnish Metal & Engineering Industries).

**Oy Ferro-Tekno Ab**

**Head office:** E. Esplanadikatu 22a, SF 00130 Helsinki 13. **Tel:** 605969. **Telex:** 12 3175. **Cables:** Ferlux Helsinki.

**Management:** Arnold Kuningas (managing director), Henrik Kuningas (sales director). **Established:** 1937. **Ownership:** See management.

**Activities:** Import agency.

**Products handled:** Steel products.

**Companies represented on agency basis:** Sole agent in Finland for Arbed SA, Luxembourg.

**Oy Finn Montan Ab**

**Head office:** Kalevankatu 4, PO Box 853, SF 00101 Helsinki 10. **Tel:** 358 0 642017. **Telex:** 122 142. **Cables:** Finnmontan Helsinki.

**Management:** Matti W. Lehtinen (managing director), R. Blomqvist and M. Rajala (department managers). **Established:** 1963. **Ownership:** Member of the CCC group.

**Activities:** Import/export; import/export agency; stainless steel stocks carried.

**Products handled:** Iron and steel products.

**Oy Flinkenberg & Co Ab**

**Head office:** Bulevardi 28, SF 00120 Helsinki 12. **Tel:** 90 630 686. **Telex:** 124533 flink sf. **Cables:** Flinkhard.

**Management:** Johan von Fieandt (managing director). **Established:** 1921. **Capital:** Fmk 1,500,000 (Fmk 1,500,000 reserve funds). **Ownership:** Mr. and Mrs. J. von Fieandt. **Subsidiary & associates:** Oy Suomen Tyrolit Ab (abrasives).

**Activities:** Import agent and distributor.

**Products handled:** Steel wire and netting. Also aluminium, machinery and industrial equipment, electronics, chemicals, abrasives.

**Companies represented on agency basis:** Including NV Bekaert, Belgium.

**Oy Grönblom Ab**

**Head office:** PO Box 81, SF 00811 Helsinki 81. **Tel:** 7554411. **Telex:** 12 4542. **Cables:** Groenbloms.

**Management:** Gösta G. Andersson (managing director). **Trading personnel:** Brynolf Palmgren (director). **Established:** 1897. **Capital:** Fmk 4 million. **Ownership:** Grönblom family.

**Activities:** Import of raw material, equipment and machinery for industry.



## FINLAND

**Oy Grönblom Ab** (*continued*)

**Products handled:** Alloy steel, mainly stainless—strip, tubes, wire, rods, grinding balls and grinding bars. Covering the whole of Finland.

**Companies represented on agency basis:** Fagersta AB, Sweden.

**Members of:** Finnish Technical Trade Assn.

**Oy Insala Ab**

**Head office:** Kalevankatu 4, SF 00100 Helsinki 10. **Tel:** 648 238. **Telex:** 124808.

**Management:** A. Korhonen (managing director), Mrs. R. Wahlroos (board chairman).

**Trading personnel:** See management. **Established:** 1951. **Capital:** Fmk 6,000.

**Ownership:** A. Korhonen (50%), R. Wahlroos (50%).

**Activities:** Import agency.

**Products handled:** Steel sheets and plates, welded tubes and hollow sections, forgings and castings. Also heads and drums.

**Companies represented on agency basis:** Voest-Alpine AG, Austria.

**A. Johnson & Co Oy**

**Head office:** Lönnrotinkatu 35 D 43, SF 00180 Helsinki 18. **Tel:** 90 601155. **Telex:** 123107.

**Management:** Klaus Collin (managing director), Veikko Sailes (sales manager), Peter Hongell (financial manager). **Trading personnel:** Veikko Sailes (stainless steel bars, flats and angles), Vilho Prusila (stainless steel tubes, pipes, fittings, valves), Tom Salonen (stainless steel sheets, tubes).

**Activities:** Import and stock sales, import agency.

**Products handled:** The whole range of stainless steel products.

**Oy Kontino Ab**

**Head office:** Eteläranta 10, SF 00130 Helsinki 13. **Tel:** 19261. **Telex:** 124550 ktino sf. **Cables:** Ktino.

**Management:** Board president—T. Matikkala; board members—Mrs. A. Matikkala, P. Hongisto (managing director), L. Catani (manager, steel department). **Trading personnel:** L. Catani (manager, steel department), C.-J. Kuhlefelt (tubes and hollow sections), K.-E. Arnold-Larsen (special steels and products), P.-E. Pålsson (machine tools and industrial equipment), J. Sarkameri (building materials). **Established:** 1928. **Capital:** Fmk 20 million. **Ownership:** Private. **Branches:** Helsinki, Tampere, Lahti, Seinäjoki, Oulu, Kouvola.

**Activities:** Stockholders, importers and agents/distributors.

**Products handled:** HR and CR sheets and plates, merchant bars and sections, wire rods, channels and beams, shipbuilding material, building steel products (plastic coated and laminated), ingots and billets etc., Larssen piles etc., rails and grinding rods, special steels, stainless, seamless and welded tubes, hollow sections and RHS, tube fittings and valves. Also aluminium and metals, lamp posts, machine tools, industrial machines and equipment, disc wheels, fasteners and closures, assorted special metal products.

**Companies represented on agency basis:** Including Daval SAT, Belgium; Peiner Stahlexport GmbH, West Germany; Cockerill, Belgium; Svenskt Stal AB (SSAB), Sweden; Le Fer Blanc SA; EBG—Elektroblech Gesellschaft mbH; Bridon Wire Ltd, UK; Sté Profilafroid, France; Laminaires de Longtain, Belgium; Laminaires à Froid de Thionville, France; Rautaruukki Oy, Finland; Ovako Oy, Finland.

**Members of:** Finnish Technical Trade Assn., French-Finnish Chamber of Commerce, Finnish-English Trade Assn., Finnish-USSR Chamber of Commerce, International Chamber of Commerce, Finnish-Polish Trade Assn., etc.

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**DO NOT FORGET** to look in Late Notes for late entries and amendments.

## FINLAND

**Marubeni Corp**

**Address:** Rikhardinkatu 4 B 21, SF 00130 Helsinki 13 (PO Box 128, SF 00131 Helsinki 13). **Tel:** 665606, 660567. **Telex:** 12 2591 beni sf. **Cables:** Marubeni Helsinki.

**Oy Mercantile Ab**

**Head office:** PO Box 29, SF 00101 Helsinki 10. **Tel:** 60981. **Telex:** 12 4416. **Cables:** Mercantile.

**Management:** Ulf Sjölund (managing director), René Clément (director, steel division). **Trading personnel:** Tapio Tamminen (responsible for ordinary rolled steel products), Christian Rapp (stainless steel), Seppo Korhonen (tubes), Lars Löflund (metals and special steel). **Established:** 1901. **Capital:** Fmk 17,900,000.

**Activities:** Import agency; stocks carried. Also manufacturer of air conditioning equipment.

**Products handled:** Ordinary rolled steel products, stainless steel, tubes, special steel. Also metals.

**Companies represented on agency basis:** Avesta Jernverks AB, Sweden (stainless steel); British Steel Corp (BSC), UK (wire rods; carbon, alloy and stainless steels; open die forgings); Mannesmann Export AG, West Germany (tubes, tubular products); TréfilArbed, West Germany (wire, wire products).

**Members of:** Suomen Teknillinen Kauppaliitto (Finnish Assn. of Technical Traders).

**Mitsui & Co Europe (Scandinavia) AB**—see Sweden**Rautakonttori Oy**

**Head office:** Keskuskatu 3, PO Box 379, SF 00101 Helsinki 10. **Tel:** 90 17301. **Telex:** 124513. **Cables:** Rautakonttori Hki.

**Management:** Pentti Kivinen (managing director). **Trading personnel:** Three trading groups: Industrial equipment and materials—Matti Vainikainen (product group manager, steel sheets), Taisto Lahti (product group manager, steel tubes); consumer goods—Pekka Kestilä (manager); building equipment and materials—Pertti Jakovirta (manager). **Established:** 1918. **Capital:** Fmk 16,100,100. **Ownership:** Fifty-eight wholesale and retail dealers around the whole country. **Subsidiary & associates:** Viialan Viila Oy, Viiala, Finland (manufacturers of files); Puolmatkan Teollisuus Oy, Helsinki (manufacturers of wheelbarrows and other metal products); The Anglo-Finnish Hardware Co Ltd, Birmingham, UK (deals with imports and agency connections in the UK, imports from the UK into Finland); Finnsales Ltd, Birmingham, UK (acts in connection with The Anglo-Finnish Hardware Co Ltd and deals with exports from Finland into the UK).

**Activities:** The company acts as a central joint agency and wholesale organisation by wholesale merchants in the hardware and building trades. It conducts its business on a wholesale basis only, buying direct from manufacturers or acting as agents, and carrying stocks of overseas products.

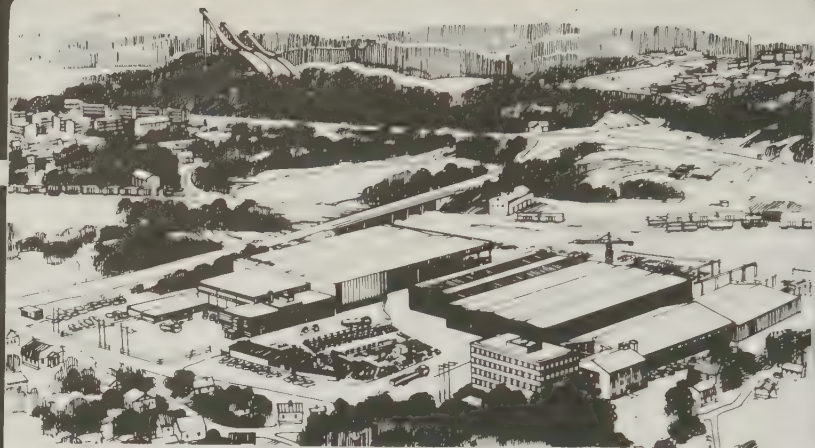
**Products handled:** Steel sheets and plates, narrow strip, metals, steel tubes, tools, etc. Also building equipment and materials, and consumer goods.

**Companies represented on agency basis:** British Steel Corp (BSC), UK (steel sheets and plates and narrow strip, steel tubes and pipes) covering Finland.

**Rolate Oy**

**Head office:** Itälähdenkatu 16, SF 00210 Helsinki. **Tel:** 67 00 21. **Telex:** 12 13 15. **Cables:** Rolate Helsinki.

**Management:** Mauno Rostamo (managing director), Klaus Knorn (manager, foreign trade department), P. O. Korvenkoivu (manager, sales department). **Established:** 1964. **Ownership:** Majority of shares owned by Mauno Rostamo, managing director.



## STARCKJOHANN

is an old Finnish enterprise, its operation field covering steel and metal branches. It has strong ties with the Finnish metal industry known for its superior products.

STARCKJOHANN OFFERS YOU FAMOUS  
FINNISH QUALITY AND TECHNICAL SERVICES,  
including ● hot- and cold-rolled or machined steel  
products ● forgings and castings ● miscellaneous  
services in metal and machine shop branches, according  
to order ● machines and equipment for construction  
industry ● plant designing and export of know-how

For closer information please contact us at our address:

Oy Starckjohann & Co Ab

P.O. Box 54, SF-15101 LAHTI 10, Finland

Tel. National 918-28 911, International + 358 18 28 911

Telex 16142 stlti sf, Cables Starckjohanns

STARCKJOHANN is a nation-wide industrial supplier of steel, metal and construction materials and planning services. The main office is in Lahti, but the company has branches in nine locations. The company also deals in import and export. Sales in 1979 totalled 900 million marks (USD 235 million).

# STARCKJOHANN

## FINLAND

**Rolate Oy** (*continued*)

**Subsidiary & associates:** Haato Oy, Vantaa (manufacturers of acid resisting stainless steel tubes and parts, equipment for process industry and water purifying plants, machining of steel sheets, electric warm water pressure boilers); Nomet Oy, Tampere (manufacturers of machined parts to customers' drawings from own stock of raw materials). **Branches:** Lahti and Oulu, Finland; Rolate Metall AB, Stockholm, Sweden; Rolate A/S, Oslo, Norway.

**Activities:** Import/export wholesalers carrying own stocks.

**Products handled:** Pipes, special steels, steel plates. Also metals and semi finished products, fasteners, lifting and conveying accessories, building materials, electric motors and accessories, ship chandlery, wood.

**Members of:** Finnish Foreign Trade Assn., Foreign Trade Agents' Assn., Finnish-Arabian Trade Assn.

**Suomen Sandvik Oy**

**Head office:** Postbox 518, SF 00101 Helsinki 10. **Tel:** 90 821 722. **Telex:** 12 1263.

**Cables:** Sandviksteel.

**Management:** Managing director—Erik Nylund. Division managers—Christian Boijer (cemented carbide), Sören Lönnberg (steel), Henrik Sjöberg (saws and tools), Olavi Tiitola (Sandvik conveyer), Kalevi Hellstén (economy and administration).

**Established:** 1965. **Capital:** Fmk 4 million. **Ownership:** Sandvik AB, Sweden.

**Branches:** Turku (sales and warehouse), Tampere (sales).

**Activities:** Import and sales of Sandvik products; manufacture and export of frame saw blades.

**Products handled:** Special steel products. Also cemented carbide products, saws and tools, steel band conveyers.

**Scanek Oy**

**Address:** Box 13, SF 20760 Piispanristi, Turku. **Tel:** 21421397.

**Hellefors-Hofors Steel Oy, SKF Stål**

**Head office:** SF 02430 Masala. **Tel:** 29 76 166. **Telex:** 121392. **Cables:** Skfsteel.

**Management:** Gustaf Karlsson (managing director), Markku Ala-Lahti (sales manager), Tage Enqvist (finance). **Established:** 1968. **Capital:** Fmk 2,500,000.

**Ownership:** AB SKF, Sweden. **Branches:** Tampere, Finland.

**Activities:** Import agency. Stocks carried.

**Products handled:** Special steels in bars, rings, wire rod and strip. Area covered: Finland.

**Companies represented on agency basis:** Including SKF Steel, Sweden (special steels); Klöckner Draht GmbH, West Germany (wire); Von Roll Ltd, Switzerland (castings and steel).

**Oy Starckjohann & Co Ab**

**Head office:** Neljänkaivonkatu 28, PO Box 54, SF 15101 Lahti 10. **Tel:** 358 18 28911. **Telex:** 16 142. **Cables:** Starckjohanns Lahti.

**Management:** Pertti Berg (managing director), Gerd Starckjohann (board vice chairman), Bernt Starckjohann (board chairman). **Trading personnel:** Gerd Starckjohann (steel department), Pehr Lönnqvist (international group director). **Established:** 1868. **Capital:** Fmk 48,358,000. **Ownership:** Private. **Subsidiary & associates:**

Steel and metal—Oy Starckjohann Import Ab, Neljaenkaivonkatu 28, PO Box 54, SF 15101 Lahti 10, Finland; Starckjohann UK Ltd, The Rotunda, 150 New Street, Birmingham B2 4PA, UK; Starckjohann Deutschland GmbH, Kielerstrasse 208, D 2000 Hamburg 54, West Germany; Starckjohann Skandinavien†, Kungsgatan 8, S 25 221 Helsingborg, Sweden; Telko Mexicana SA de CV, Taine 229, piso 9 (Polanco),



## FINLAND

**Oy Starckjohann & Co Ab** (*continued*)

Mexico 5, DF, Mexico. **Branches:** Niittaajankatu 3a, PO Box 72, SF 00811 Helsinki 81; Paakarilantie 3, PO Box 399, SF 20101 Turku 10; Murskatie 4, PO Box 35, SF 28101 Pori 10; Kuoppamäentie 2-4, SF 33800 Tampere 80; Hallituskatu 9, PO Box 119, SF 90101 Oulu 10; Paininpuuntie 18, SF 18100 Heinola 10; Simolantie 8, PO Box 155, SF 53101 Lappeenranta 10; Yliopistonkatu 34, SF 40100 Jyväskylä 10; Tulliportinkatu 1, SF 70100 Kuopio 10.

**Activities:** Import and export agency, stocks carried.

**Products handled:** All kinds of iron and steel, non-ferrous metals, tools, building materials, water- and central heating equipment, raw materials for the industry, ammunitions and explosives. Also acts as heating, ventilating and air conditioning contractors, as well as dealers of motor cars and trucks.

**Companies represented on agency basis:** Several steel producers are represented both in Finland and abroad.

**Members of:** Suomen Teknillinen Kauppaliitto.

**Oy Starckjohann Import Ab**—see Oy Starckjohann & Co Ab**Oy Svenskt Stal Ab**

**Address:** Skarpskyttegatan 12a, SF 00150 Helsinki 15. **Tel:** 0 130 55. **Telex:** 121196 stora sf.

**Oy Julius Tallberg Ab**

**Head office:** Aleksanterink 21, PO Box 210, SF 00101 Helsinki 10. **Tel:** 90 177 611. **Telex:** 124764. **Cables:** Tallbergs.

**Management:** Kalevi Könni (director, raw materials department). **Trading personnel:** Products managers, raw materials—Kaj Sundqvist (alloyed steels, technical plastics, steel bars and profiles), H. Riski (stainless and acid resisting steels, aluminium), R. Kippilä (steel sheets), M. Kuitunen (steel tubes), S. Korte (second choice materials).

**Established:** 1880. **Capital:** Fmk 6,400,000 (share capital). **Ownership:** Private stockholders. **Subsidiary & associates:** Mittalevy Oy (service centre (steelcutting) 1/3 owned by Tallberg), Soffco Oy (subsidiary company, French representation e.g. machines), Kekkonen Oy (producers of steel constructions).

**Activities:** Import/export, stocks. Also building materials wholesalers, retailer of hardware, sports goods, etc. and importer of woodworking machines.

**Products handled:** Steel sheets, tubes, bars and profiles; alloyed steels, stainless and acid resisting steels. Also aluminium, second choice materials, raw materials, technical plastics, hardware, machinery, etc.

**Companies represented on agency basis:** Including United States Steel International Inc, USA and Osborn Steels Ltd, UK.

**Members of:** Suomen Teknillinen Kauppaliitto/Terästukkuliikkeiden jaosto.

**Teräs Oy**

**Head office:** PO Box 208, SF 65101 Vaasa 10. **Tel:** 961 111344. **Telex:** 74217.

**Management:** Tauno Rewell (board president), Heikki Kouhi (managing director).

**Trading personnel:** Seppo Tuominen (marketing manager), Erkki Lähdesniemi (sales manager). **Established:** 1910. **Capital:** Fmk 9 million.

**Activities:** Wholesale and retail.

**Products handled:** Steel and metals. Also building equipment, machinery and tools, household goods, etc.

**Valtameri Oy**

**Head office:** Pakilantie 61, PO Box 21, SF 00661 Helsinki 66. **Tel:** 742 011. **Telex:** 124449. **Cables:** Valtameri.

## FINLAND

**Valtameri Oy** (*continued*)

**Management:** Board directors: Kauko Kuosmanen (chairman), Aimo Paloluoma (managing), Pentti Kuosmanen, Lasse Wikman, Juha Kuosmanen. **Trading personnel:** Steel group—Lasse Wikman (head of steel group), Lauri Sirkiä (manager, steel department), Matti Numminen (manager, special steel department), Väinö Meskanen (manager, tube department), Curt Gustafsson (manager, metal department). **Established:** 1913. **Capital:** Fmk 3,650,000. **Ownership:** Private company. **Branches:** Stocks and offices in Helsinki, Turku, Oulu, Tampere and Kouvola. **Activities:** Import, wholesale, sales agency. Stocks carried. **Products handled:** Steel products and tubes. Also metals, machinery, automotive products, chemical and other industrial raw materials and equipment.

## France

**Acerinox France**

**Head office:** Berkeley Building, F 92081 Paris La Défense Cédex 19. **Tel:** 776 50 00. **Telex:** 620461. **Management:** JP. Amoreau (managing director). **Trading personnel:** D. Cartal (manager). **Established:** 1975. **Capital:** Fr 200,000. **Ownership:** Acerinox, Spain (70%). JP. Amoreau (30%). **Activities:** Mainly an import agency, also carries stocks. Exports to Belgium and Netherlands. **Products handled:** Stainless steel sheets, plates, coil and discs (austenitic steel—AISI 304, 304L, 321, 316, 316L, 316 Ti; ferritic steel—AISI 430, 434); flats, rounds and wire rod in austenitic, ferritic and martensitic stainless steel. **Companies represented on agency basis:** Acerinox—Cia Española para la Fabricación de Acero Inoxidable SA, Spain (stainless steel sheets, plates, coil and discs); Aceros Inoxidables Roldan SA, Spain (stainless steel wire rods, rounds and flats).

**Anglo French Steel Corp**

**Head office:** 82 Avenue Marceau, F 75008 Paris. **Tel:** 723 61 42. **Telex:** 630 454 a-b rosteel paris. **Cables:** Rollidsteel. **Management:** S. Nathan (chairman), R. Bloch (general manager). **Trading personnel:** A. Assal (commercial manager, traffic department, steel products and cement). **Established:** 1960. **Capital:** Fr 4,500,000. **Subsidiary & associates:** Franco Arab Trading Co, Cairo, Egypt. **Activities:** Import/export—steel products, general merchandise and cement. **Products handled:** Grain oriented and non-oriented electrical sheets; stainless steel sheets and coils; flat rolled steel, rebars, merchant bars, joists; galvanized steel; carbon and alloy bars; cement.

**Armco SA**

**Head office:** 4 Rue de l'Abreuvoir, F 92400 Courbevoie. **Tel:** 334 30 34. **Telex:** 620 306. **Cables:** Ingotironi Paris. **Management:** Christian de Charette (general manager). **Trading personnel:** Marcel Hochon. **Established:** 1921. **Capital:** Fr 4 million. **Activities:** Import/export agency. **Products handled:** Armco ingot iron (plates, bars, wire, flat tubing) (main areas covered: Europe and overseas); aluminized steel (coils, sheets, strip tubing) (Europe); high and low carbon steel strip (coated, uncoated, patterned) (Europe); CR sheets (Europe); electrical steels (CR sheets and strip, oriented or non-oriented) (Austria, Spain, Finland, Norway, Portugal, Eastern Bloc countries); stainless steels (Portugal, Denmark, Sweden, Austria, Israel, Switzerland). Also grinding balls and rods (France, Belgium, Africa, French speaking Switzerland). **Companies represented on agency basis:** Ziegler SA, France (aluminized steels); Armco-Liège SA, Belgium (high and low carbon).

## FRANCE

**British Steel Corp (France) Sarl**

**Head office:** 1 Rue de Berri, F 75008 Paris. **Tel:** 359 37 66. **Telex:** 640661.

**Management:** J. Pollock (gérant). **Ownership:** Wholly-owned subsidiary of British Steel Corp (BSC), UK. **Activities:** Sales agent for most BSC products in France.

**Éts Métallurgiques Brun Frères**

**Head office:** 204 Rue de Crimée, F 75019 Paris. **Tel:** 201 44 44. **Telex:** 210954.

**Management:** Max Brun (président directeur générale), Gerard Clin (vice président directeur générale), Gerard Baumont (directeur générale adjoint), Jean-François Clin (directeur attaché à la direction générale), Bertrand Clin (directeur attaché à la direction générale). **Trading personnel:** Joseph Diday (general manager, Socialist Republics division), Francis Moritz (commercial manager, Socialist Republics division), Jean-Jacques Volet (export steel sales manager—North and West Africa, Europe, North America), Raymond Pereira (machine tools manager), Just Faivre (tubing and casing manager, stockholder division), Denis Baumont (tubes and fittings manager).

**Established:** 1919. **Capital:** Fr 4,050,000. **Ownership:** Limited company.

**Subsidiary & associates:** Acirhone, La Verpillière; Loracier, Amneville; Acinor, Carvin; and S.M.S.O., Toulouse (all stockholders—carbon and alloy rounds, flats, squares; alloyed sheets). Stahag, Dallikon (stainless, carbon and alloy stockholder, all profiles).

**Activities:** Stockholding (carbon and alloy profiles, tubes, etc.), import/export for Socialist Republics (all steel products), import/export (merchant products, carbon and alloys), agents.

**Products handled:** Carbon and alloy bars for mechanical and forging industries mainly for France, North and West Africa, USA and Mexico; merchant products (bars, sheets, specials) for Africa and Mexico; tubing and casing for France and Europe; fittings, tubes and tools for France, Europe, Africa, N. America; all steel products for Socialist Rep.

**Members of:** Stanford Research Institute, Syndicat National Commerce des Produits Sidérurgiques, Club Européen Marchands de Fer.



## ANGLO FRENCH STEEL CORPORATION S.A.

- Import-Export Mill Agents for Europe and World Wide
- Electrical silicon steel grain oriented and non-oriented
- Stainless steel sheets and coils
- Flat rolled steel, rebars, merchant bars, I-beams
- Galvanized steel
- Carbon and alloy steel bars
- Cement in all types

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75008 Paris-France**

**Tel: 723 61 42, Cable: Rolldsteel Paris**

**Telex: No. 630454 A-B Rosteel Paris**

## FRANCE

**BSC Stainless**

**Head office:** 42 Rue Legendre, F 75017 Paris. **Tel:** 766 01 73. **Telex:** 642425.  
**Management:** Nicolas Zelic (manager). **Trading personnel:** Daniel Robert (France, except South-East), Michel Meyer (South East France). **Established:** 1978. **Capital:** Fr 4 million. **Ownership:** BSC (International) Ltd, UK. BSC (France) Sarl, France.  
**Activities:** Import subsidiary of BSC Stainless (stainless steel division of British Steel Corp). Stocks held in Paris suburbs.  
**Products handled:** Stainless steel flat products.

**Cavexsa France**

**Head office:** 25 Boulevard du Lac, F 95880 Enghien les Bains. **Tel:** 417 30 14-5. **Telex:** 695 027 cavexsa.  
**Management:** Jean Karpel (gérant). **Trading personnel:** Mr. Delrue, Mr. Philibert, Mr. Ferrando, Mr. Mauthe. **Established:** 1975. **Capital:** Fr 2,592,000. **Subsidiary & associates:** Cavexsa —Cia Anonima Vasco Europea de Exportación SA†, Bilbao, Spain.  
**Activities:** Import/export.  
**Products handled:** High carbon steel, cold heading steels, constructional alloy steels, tool steel, spring steel, heat resisting steel, valve steel, sheets and strip, HR and forged bars, wire rods.  
**Companies represented on agency basis:** Cavexsa, Spain for: Forjas Alavesas SA; Aceros de Llodio SA; Aceros y Fundiciones del Norte, Pedro Orbeago y Cia SA; Astilleros Españoles SA; Babcock & Wilcox Española SA.

**Centrafer SA**

**Head office:** 44 Rue de la Boétie, F 75008 Paris. **Tel:** 563 42 52. **Telex:** 640171.  
**Management:** Patrick Feildel (president director general), Liette Languerand (administration director). **Trading personnel:** Nicole Dray (assistant, purchasing department). **Established:** 1976. **Capital:** Fr 100,000. **Ownership:** See management. **Subsidiary & associates:** Solac Steel Ltd†, Montreal (export, import and market surveys).  
**Activities:** Import/export agency, stocks carried against firm orders only.  
**Products handled:** In flat rolled, tubular, forged and cast form—carbon and alloy steels, preplated steels, stainless steels, clad steels. Nuclear grade steels and metals. Also copper and copper alloys, aluminium powders and ingots, ferro-alloys.  
**Companies represented on agency basis:** Inoxium SA†, France (stainless steel sheet); Creusot-Loire SA, France (round bars, carbon plates, alloy, clad, stainless, forged products, cast products) covering Canada; Peugeot-Loire, France (stainless steel strip) covering Canada.

**Éts Charron SA**

**Head office:** 138 Boulevard Périer, F 13008 Marseille. **Tel:** 91 53 20 47. **Telex:** 430 608.  
**Management:** J. Sellam (chairman and general manager), D. Jamault (commercial and purchasing director). **Trading personnel:** D. Jamault. **Established:** 1956. **Capital:** Fr 4 million.  
**Activities:** Import/export, stocks are carried in France (five branches).  
**Products handled:** Stainless steel pipes, fittings, sheets, bars.

**Cisamet SA**

**Head office:** 22 Chemin des Petits, F 92230 Gennevilliers. **Tel:** 33 11 74 73 40. **Telex:** 611 150 cisameta.  
**Ownership:** Asoma—The Lissauer Group.  
**Products handled:** Grain oriented steel.



## FRANCE

**Coframet SA**

**Head office:** 22 Rue du Général-Foy, F 75008 Paris. **Tel:** 311 387 5519. **Telex:** 650393 coframet paris.

**Ownership:** Intermet, Luxembourg.

**Comptoir des Métaux**

**Head office:** Rue Francois Hennebique, BP 13, F 62223 Saint Laurent Blangy. **Tel:** 21 231162. **Telex:** 160273. **Cables:** Cometo.

**Management:** P. Jaspas (general manager). **Trading personnel:** J. C. Lombard (sales manager). **Established:** 1971. **Capital:** Fr 10,038,000. **Ownership:** Wholly-owned subsidiary of Billiton International Metals BV. **Branches:** Paris, Lyon.

**Activities:** Stockholder and trader.

**Products handled:** Stainless steel sheets, plates, bars and tubes; Corten sheets and plates. Also non-ferrous semis. Area covered: France.

**Coprosid**

**Head office:** Ave. Marceau 54, F 75008 Paris.

**Henri Coret**

**Head office:** 31 Avenue du Golf, F 64200 Biarritz. **Tel:** 59 03 93 83. **Telex:** 570820 public pau.

**Management:** Henri Coret. **Established:** 1962.

**Companies represented on agency basis:** General agent for France of—Perfrisa—Perfil en Frio SA, Spain (thin welded tubes, Sendzimir-galvanized welded tubes, gas tubes T1, welded tubes for construction, cold formed sections); Laminor SA, Spain (steel joists and channels (IPN and UPN)).

## COFRAMET S.A.

### 22 RUE DU GENERAL FOY, PARIS 8e

Telephone: 387.55.19

Telex: 650393

Telegrams: TEMARFOC-PARIS



**Hadfields Ltd. (Sheffield-G.B.) Lee of Sheffield Ltd. (Sheffield-G.B.)**  
**Firth Brown Ltd. (Sheffield-G.B.) Spencer Clark (Sheffield-G.B.)**

Fimisco

SCALISTIRI GROUP, Athenes (Greece)

Eleusis Bauxite Mines

Lithium Corporation of America, Bessemer City N.C. (USA)

Vereeniging Refractories Ltd., Vereeniging (RSA)

**REFRACTORY AND SPECIAL STEELS,  
 STAINLESS STEEL TUBE ROUNDS,  
 STEELS FOR AGRICULTURAL AND EARTHMOVING EQUIPMENT,  
 MAGNESITE, REFRACTORY CHROME ORES, BAUXITE,  
 MANGANESE DIOXIDE, LITHIUM METAL AND COMPOUNDS  
 KYANITE, MULLITE, ANDALUSITE AND  
 ALL REFRACTORIES RAW MATERIALS**

## Sté Française Coutinho, Caro & Co

**Head office:** 66 Rue de Miromesnil, F 75008 Paris. **Tel:** 33 1 562 3051. **Telex:** 850898 ccc pa. **Cables:** Coucometal Paris.

**Management:** Bodo Bienko (managing director). **Trading personnel:** Department managers—Madame Herve, M. Herzberg, M. Adams, M. Meudec. **Established:** 1954.

**Ownership:** Member of the CCC group.

**Activities:** Import/export, import/export agency.

**Products handled:** Iron and steel products. Also non-ferrous metal products and chemical products.

## Creusot Loire—Division Tôles Fortes Creusot Marrel

**Head office:** 8-12 Rue de la Rochefoucauld, F 75428 Paris Cedex 09. **Tel:** 280 65 77. **Telex:** 650 802. **Cables:** Forgaloire.

**Management:** A. Demus (directeur de division), J. H. Roux (directeur commercial), Mr. Caillart and Mr. Guilleminot (directeurs Usines Creusot and Marrel). **Trading personnel:** Sales—X. Thomine Desmazures; area managers—M. Maulvault, A. Chilewski, Y. Royer and A. Ertzbischoff. **Established:** 1970. **Capital:** Fr 379,408,500. **Ownership:** Creusot Loire. **Subsidiary & associates:** Agents holding stocks in many countries. C. L. Marrel Inc, 660 Madison Avenue (c/o Fasma), New York, NY 10021, USA (Tel: 212 753 7193-4. Telex: 232 525 ur).

**Activities:** Worldwide, stocks in many countries.

**Products handled:** High grade and special steels—carbon and alloy engineering, stainless and heat resisting; flat products (thickness 6 to 600 mm, HR steel plates and thickness 2 to 5 mm, CR stainless steel plates).

## Daval

**Head office:** 56 Avenue Charles de Gaulle, F 92202 Neuilly sur Seine. **Tel:** 637 65 00.

**Management:** Robert Monnot (chairman and managing director), Pierre Jacques (financial director), André Thouvard (commercial director). **Established:** 1927/1972.

**Capital:** Fr 54,101,200. **Ownership:** Sacilor—Aciéries et Laminiers de Lorraine. SA des Forges et Aciéries de Dilling. **Subsidiary & associates:** Daval SA Belget, Brussels; Daval Nederland NVt, The Hague; Daval (Norge) A/St, Oslo; Lival & Co ABt, Gothenburg; Daval A/St, Copenhagen; The Davum Steel Co Ltdt, London; Samc Aciers, Geneva; Solsider Srlt, Milan; Tecnicom SAt, Madrid; Francosteel Corpt, New York; Francosteel Canada Ltdt, Montreal (all steel mill agents).

**Activities:** Export office of European steel producers.

**Products handled:** Steel products.

**Companies represented on agency basis:** Sacilor—Aciéries et Laminiers de Lorraine, France; SA des Forges et Aciéries de Dilling; Ziegler SA, France.

## Estel France Sarl

**Head office:** 21 Rue Royale, F 75008 Paris. **Tel:** 265 04 41. **Telex:** 650276. **Cables:** Estelacier.

**Management:** Manfred Wolfram (director). **Established:** 1962. **Capital:** Fr 250,000. **Ownership:** Wholly-owned subsidiary of Hoesch Werke AG (Estel group).

**Activities:** Import/export.

**Products handled:** Steel products and processed steel. Also non-iron material and products, machinery and equipment, industrial turnkey projects.

## Eurinter France SA, Station Service Acier PUM—see Eurinter SA, Belgium

**DO NOT FORGET** to look in Late Notes for late entries and amendments.

# CREUSOT-LOIRE

## STAINLESS STEEL BARS

Flat bars	Thickness	2 up to 50 mm (0 079" - 1 968")
	Width	7 up to 150 mm (0 276" - 5 905")
Angles	20x20x3-25x25x3-30x30x3-30x30x4	
	35x35x4-40x40x4-40x40x5-45x45x5	
	50x50x5-50x50x6-mm	

*CREUSOT-LOIRE can supply stainless steels not only in AISI types but as well in DIN or WERKSTOFF - NUMMER, AFNOR, BS, SIS, UNI, all standard types*

For further information please contact

## CREUSOT-LOIRE

ETABLISSEMENT DE L'ONDAINE

BP 34, 42701 Firminy Cedex, France  
Téléphone: (77) 56 81 60 - Telex: CLOND 330630  
F UNITE A 46



## FRANCE

## Eurofer SA

**Head office:** 11 Rue du 4 Septembre, F 75002 Paris. **Tel:** 297 5803. **Telex:** 211494 eurofer f. **Cables:** Eurofer Paris.

**Management:** Elie Bazbaz (président directeur général), Vladimir Foubkis (directeur général adjoint). **Established:** 1965. **Capital:** Fr 2,500,000.

**Activities:** Import/export.

**Products handled:** Steel products—HR and CR flat products, HR long products.

## Aciers Fagersta SA

**Head office:** Z.I. 2, Route de Marmagne, BP 229, F 18005 Bourges Cédex. **Tel:** 48 50 44 52. **Telex:** 780197. **Cables:** Fagsta.

**Management:** Alain Hamon (managing director). **Trading personnel:** Jean Marie Aubrun (tubes and fittings), Alain Girard (strip), Antéro Saltenius (wire and high speed steel), Daniel Laguillaumie (rock drilling equipment). **Established:** 1969. **Capital:** Fr 3,500,000. **Ownership:** Fagersta AB, Sweden. **Subsidiary & associates:** Stahlwerk Westig, West Germany (associated).

**Activities:** Import/export; stocks in Bourges.

**Products handled:** Stainless steel tubes, fittings, wire and strip; carbon steel and case hardening steel; high speed steel bars, wire and strip; hollow drill steel; stainless bars; rock drilling equipment.

**Companies represented on agency basis:** Avesta Jernverks AB, Sweden (tubes); Gunnebo Bruks, Sweden (wire); A.B.E., Sweden (tubes and fittings).

**Members of:** A.D.I. France.

## F.D. Metals (France) SA

**Head office:** Les Mercuriales, 40 Rue Jean Jaures, F 93176 Bagnolet. **Tel:** 362 1197. **Telex:** 211533.

**Management:** M. S. Foster (président directeur générale), M. Brayer. **Trading personnel:** M. Brayer. **Established:** 1977. **Capital:** Fr 200,000. **Ownership:** Majority holding—F.D. Metals Ltd†, UK. **Subsidiary & associates:** F.D. Metals Ltd†, UK; Duport Iron & Steel Co Ltd, UK.

**Activities:** Import/export.

**Products handled:** Europe—billets, carbon and alloy steel bars in coils and lengths, forging quality and free-cutting, light sections, carbon and stainless bright drawn bars; worldwide—general steels.

**Companies represented on agency basis:** Duport Steels Ltd, UK; Sheerness Steel Co Ltd, UK. Market area covered: France.

## SA Le Fer à Beton

**Head office:** 3 Rue de l'Industrie, F 57110 Yutz. **Tel:** 8 256 14 48-50. **Telex:** 860453. **Cables:** 860453.

**Management:** Richard Herlin (président du conseil d'administration), Charles d'Huart (directeur général). **Established:** 1971. **Capital:** Fr 1 million. **Ownership:** Métallurgique et Minière de Rodange-Athus SA, Luxembourg (50%). Jean d'Huart & Cie†, France (50%).

**Activities:** Trading in reinforcing steel, cold twisting plant (TOR licence), import/export.

**Companies represented on agency basis:** Exclusive agent for France of Métallurgique et Minière de Rodange-Athus (MMRA), Luxembourg (reinforcing steel).

## Le Fer Blanc SA

**Head office:** 1 Rue Paul Baudry, F 75383 Paris Cedex 08. **Tel:** 359 97 31. **Telex:** 650 248. **Cables:** Ferblanfer Paris.

**Management:** Paul Heinriot (président directeur général (chairman)), Yves Brunet (executive manager). **Trading personnel:** Mr. Fraiteur (export manager), Mr. Baudoin



## FRANCE

**Le Fer Blanc SA** (*continued*)

(East Africa, Argentina, Mexico, Cuba), Mr. Banizett (Greece, India, Hong Kong, Indonesia), Mr. Dhainaut (Spain, Portugal, East European countries, Latin America), Mr. Fraissinet (UK, Yugoslavia, Middle East, Far East), Mr. Woelffel (ECSC, Switzerland, Austria). **Established:** 1972. **Capital:** Fr 9,090,000. **Ownership:** Sacilor (90%); Dilling (10%).

**Activities:** Sale of electrolytic tinplates, tin free steel and tin mill blackplates on domestic and export markets.

**Companies represented on agency basis:** Sacilor—Acieries et Laminoirs de Lorraine, France (all markets); Acieries et Forges de Dilling (all markets); Usinor—Union Sidérurgique du Nord et de l'Est de la France, France (third world countries only).

**Ferex France SA**

**Head office:** 154 Boulevard Haussmann, F 75008 Paris. **Tel:** 1 562 11 48. **Telex:** 640119. **Cables:** Ferfrance.

**Management:** E. Beyer (director). **Established:** 1974. **Capital:** Fr 500,000. **Ownership:** Fully owned and controlled by Ferex SA†, Belgium.

**Frère-Bourgeois France Sarl**

**Head office:** 9 Rue de Téhéran, F 75008 Paris. **Tel:** 1 755 92 30. **Telex:** 280 714.

**Management:** Albert Huynen (gérant). **Trading personnel:** Albert Huynen (directeur commercial); Jean Côte (attaché à la direction), Jean Claude Cote (attaché à la direction), Philippe Mangelschots (attaché à la direction). **Established:** 1980. **Capital:** Fr 300,000. **Ownership:** Frère-Bourgeois Commerciale†, Belgium. **Subsidiary & associates:** Sté Métallurgique Hainaut-Sambre SA, Belgium (associated).

**Activities:** Import.

**Products handled:** Steel products.

**Companies represented on agency basis:** Sté Métallurgique Hainaut-Sambre SA, Belgium; Laminoirs du Ruau SA, Belgium.

**Getraco-Finmetal SA**

**Head office:** 23 Boulevard des Capucines, F 75002 Paris. **Tel:** 742 15 60. **Telex:** 220405. **Cables:** Gecotra Paris.

**Management:** O. Barzel (managing director), C. Seroussy (power of attorney).

**Trading personnel:** Z. Honen (commercial manager), M. Boukobza, Mrs. D. Thomas.

**Established:** 1949. **Capital:** Fr 300,000.

**Activities:** International brokers; import/export.

**Products handled:** All types of steel products.

**Companies represented on agency basis:** A/S Norsk Jernverk, Norway (shipbuilding sections). Market area covered: France.

**GETRACO-FINMETAL, S.A.**

23 Boulevard des Capucines 75002 Paris

Telephone: 742 15-60

Telex 220405

Cables: GECOTRA

**INTERNATIONAL TRADERS  
IN STEEL PRODUCTS**

## FRANCE

**Hille & Müller France Sarl**

**Address:** 165 Avenue Charles de Gaulle, F 92200 Neuilly s/Seine. **Tel:** 00331 6370400. **Telex:** 611683.

**Jean d'Huart & Cie**

**Head office:** 3 Rue de l'Industrie, F 57110 Yutz. **Tel:** 8 256 34 81. **Telex:** 860006. **Cables:** 860006.

**Management:** Charles d'Huart (président-directeur général). **Established:** 1926. **Capital:** Fr 5 million. **Ownership:** Produits d'Usines Métallurgiques (65%). Charles d'Huart (35%). **Subsidiary & associates:** SA Le fer à Béton, France (reinforcing steel); Proximo, France (non-prime steel products); Eucosider, Luxembourg (fabricated joists). **Branches:** Champigneulle and Thaon les Vosges (tubes, plastics, nuts and bolts, cables and slings).

**Activities:** Trading in and processing of steel products; import/export.

**Companies represented on agency basis:** Exclusive agent for France of Métallurgique et Minière de Rodange-Athus (MMRA), Luxembourg (all products except reinforcing steel).

**Members of:** Syndicat National du Commerce des Produits Sidérurgiques (SNCPs), Syndicat National du Commerce des Tubes et Raccords (SNCTR).

**Inoxium SA**

**Head office:** 17-19 Rue Guillaume Tell, F 75017 Paris. **Tel:** 766 52 63. **Telex:** 660485 f noxum. **Cables:** Norestinox Paris.

**Management:** Robert Riday (président directeur général).

**Activities:** Sales company for stainless steel flat products produced by Usinor Division, Sté Chiers Châtillon and Aciéries et Outillage Peugeot, France.

**Products handled:** Stainless steel sheets and strip.

**Interbras Sarl**

**Address:** 33 Avenue du Maine, Tour Maine Montparnasse, F 75755 Paris Cedex 15. **Telex:** 250051.

**Intersteel**

**Head office:** 92-98 Boulevard Victor-Hugo, F 92115 Clichy Cedex. **Tel:** 731 32 32. **Telex:** 612766.

**Management:** Geoffrey H. Ruffell (chairman), Henri de Pescara (manager). **Trading personnel:** Michel Rovarch. **Established:** 1979. **Capital:** Fr 1 million. **Ownership:** Terninoss, Italy.

**Activities:** Import/export and sales in France, Belgium and Spain; stocks in France.

**Products handled:** Stainless steel products, sheets, plates, tubing; special alloys; castings.

**Companies represented on agency basis:** Including Guterl, USA (special alloys).

**C. Itoh & Cie**

**Address:** Tour Maine Montparnasse, 33 Avenue du Maine, F 75755 Paris Cedex 15. **Tel:** 538 24 00. **Telex:** 200140. **Cables:** Itohchu Paris.

**A. Johnson & Cie (Paris)**

**Head office:** 46-52 Rue Albert, F 75013 Paris. **Tel:** 1 583 4621. **Telex:** 270 384. **Cables:** Suedacier Paris.

**FRANCE****A. Johnson & Cie (Paris) (continued)**

**Management:** Gérard de Roquette-Buisson (managing director). **Trading personnel:** Jean Michel Lafferrerie (manager, stainless steel department). **Established:** 1920.  
**Capital:** Fr 3 million.  
**Activities:** Import/export, warehouse in Lyon.  
**Products handled:** Stainless steel plates and sheets.  
**Companies represented on agency basis:** Avesta Jernverks AB, Sweden.  
**Members of:** Assn. des Importateurs (ADI).

**Kanematsu-Gosho (France) SA**

**Head office:** 105A-109 Rue de Faubourg, Saint-Honoré, F 75008 Paris. **Tel:** 260 33 19. **Telex:** 650049. **Cables:** Kanegold.

**Sté Lorraine des Produits Métallurgiques**

**Head office:** 150 Avenue du Président Wilson, F 93212 La Plaine Saint Denis. **Tel:** 820 61 66. **Telex:** 620208 slmpmx. **Cables:** Promeforba Paris.  
**Management:** Jacques Michel (président), Robert Altmann (directeur général, administrateur délégué), Jean Sachs (commercial director), Edouard Alsac (financial and administrative manager). **Trading personnel:** Jacques Benaim (chief, export department), Guy de Fraiteur (assistant, export department). **Established:** 1920.  
**Capital:** Fr 140 million. **Ownership:** Usinor group. **Subsidiary & associates:** Wholly-owned subsidiaries—Hammer Steel, Northampton, UK; ATS Eisenhandel, Kirrlach, West Germany and Stà Generale Acciai (SGA), Genoa, Italy (steel service centres). **Branches:** Fifteen fully equipped steel service centres in France.  
**Activities:** Import/export.  
**Products handled:** CR and HR sheets, HR and CR bands and coils, plates. Also shearing, flame-cutting, decoiling, flattening, slitting.

**Marubeni France SA**

**Head office:** 4 Rue Ventadour, F 75001 Paris. **Tel:** 261 84 64. **Telex:** 21081. **Cables:** Marubeni Paris.

**Cie Métallurgique et Minière**

**Head office:** 280 Boulevard Saint-Germain, F 75341 Paris Cedex 07. **Tel:** 551 00 15. **Telex:** 250079 cmm. **Cables:** Comimetal Paris.  
**Management:** Roland Haas (président directeur général), Alain Gugenheim (directeur général), Pierre Collantier (directeur général). **Trading personnel:** Marc Reboul (directeur). **Established:** 1961. **Capital:** Fr 5, 281,500. **Subsidiary & associates:** Sidemetalt, Paris (international trade in steel products). **Branches:** PO Box 2122, Abidjan, Ivory Coast; PO Box 4029, Libreville, Gabon. Forges de Chelles, Rue du Vieux Moulin, F 77500 Chelles, France.  
**Activities:** Trading in steel products, non-ferrous metals, ferrous and non-ferrous scrap.

**Mitsubishi France SA**

**Address:** 3 Avenue Hoche, F 75008 Paris. **Tel:** 755 9724. **Telex:** 650000. **Cables:** Mitsubishi Paris.  
**Management:** T. Inose (chef département).

**Mitsui & Co Europe SA**

**Address:** 37 Avenue Pierre Premier de Serbie, F 75008 Paris. **Tel:** 723 78 71. **Telex:** 280930, 290683. **Cables:** Mitsui Paris.

## FRANCE

**Nichimen France SA**

**Address:** 38 Avenue Hoche, F 75008 Paris. **Tel:** 227 46 58 **Telex:** 290285. **Cables:** Nichimen Paris.

**Nissho-Iwai France SA**

**Address:** Nissho-Iwai Building, 21 Rue des Pyramides, F 75001 Paris. **Tel:** 01 260 3741. **Telex:** 680569 nisrock paris. **Cables:** Nisshoiwai Paris.

**Okura & Co Ltd**

**Address:** 231 Rue Saint Honore, F 75001 Paris. **Tel:** 296 3784. **Telex:** 680992. **Cables:** Okuraco Paris.

**Bernard Pfrunder et Associés Sarl**

**Head office:** 17 Avenue George V, F 75008 Paris. **Tel:** 720 8212, 720 8158.

**Management:** B. Pfrunder (managing director). **Established:** 1977. **Capital:** Fr 20,000.

**Activities:** Agency; advisers.

**Products handled:** All products produced by Bethlehem Steel Corp.

**Companies represented on agency basis:** Bethlehem Steel Export Corp† covering France.

**Aciers Phénix—Acier Service**

**Head office:** 13 Rue Montgolfier, F 93155 Rosny-sous-Bois. **Tel:** 825 91 24. **Telex:** 210 777 apasr f.

**Management:** Hermann Graziadey (manager). **Trading personnel:** P. Soly (special steels), Y. Le Quilliec (final products), P. Michels (cutting tools), Y. Monbrard (forged and casting products), P. Eichinger (welding products), J. Jarry (oil and mining equipment), A. Teste (sales at Lyon office). **Capital:** Fr 8,512,000. **Ownership:** VEW—Vereinigte Edelstahlwerke AG, Austria. **Subsidiary & associates:** VEW—Vereinigte Edelstahlwerke AG; Voest-Alpine AG.

**Activities:** Import agency; stocks of special steels and pipe, welding products, cutting tools, oilfield equipment.

**Products handled:** Special steel bars, plates and pipes; forgings for turbine blades, etc. (from VEW). HR and CR plates and sheets; dished boiler ends; clad plates; welded pipe; precision pipe; equipment for iron, chemical and other industries (Voest-Alpine AG, Austria). Market areas covered: France, French speaking northern Africa.

**Companies represented on agency basis:** See under Products.

**Prosimo SA**

**Head office:** 8 Rue de l'Industrie, BP 35, F 57100 Yutz. **Tel:** 8 256 41 11. **Telex:** 860 836.

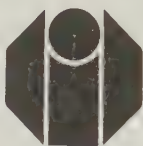
**Management:** Charles d'Huart (président directeur général), André Roueff (directeur). **Established:** 1978. **Capital:** Fr 100,000. **Ownership:** Produits d'Usines Métallurgiques, France. Éts Jean d'Huart & Ciet, France.

**Salzgitter France SA**

**Head office:** 5-7 Rue de la République, F 94160 Saint Mandé. **Tel:** 346 11 90. **Telex:** 670 184. **Cables:** Salzgitterfrance Saint Mande.

**Management:** Jürgen Weber (general director). **Established:** 1937. **Capital:** Fr 500,000. **Ownership:** Salzgitter Stahl GmbH, West Germany.





# IMETAL

## A FRENCH INDUSTRIAL HOLDING COMPANY

A diversified international group; its principal subsidiaries and affiliated companies are:

● **PENARROYA**

lead, zinc, silver, germanium, cadmium and associated metals.

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● **MOTKA**

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● **LEAD INDUSTRIES GROUP Ltd.** (U.K.)

this 25 % owned company smelts and fabricates non-ferrous metals and manufactures chemical and paint products.

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**IMETAL**

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## FRANCE

**Salzgitter France SA** (*continued*)**Activities:** Import/export agency.**Products handled:** Steel products, tubes, electrical sheets, flanges.**Companies represented on agency basis:** Including Salzgitter Stahl GmbH, West Germany; Stahlwerke Peine-Salzgitter AG (P & S), West Germany; VBF—Verenigde Buizenfabrieken, Netherlands.**Sandvik Afrique SA****Head office:** 39 Rue Jules Guesde, F 92300 Levallois-Perret. **Tel:** 1 270 87 70. **Telex:** 610372.**Management:** Lars Sjö Dahl (general manager). **Trading personnel:** Jean-Louis Dufetelle (Northwest and Central Africa). **Established:** 1978. **Capital:** Fr 100,000. **Ownership:** Wholly-owned subsidiary of Sandvik SA, France. **Branches:** Sandvik Afrique, Bureau de Liaison, 127 Bd. Salah Bouakouir, Algiers, Algeria; delegate in Tunisia—Gérard Guez, BP 225, Tunis es Sadikia, Tunisia.**Activities:** Export and export agency, stocks in Sweden and France.**Products handled:** Stainless tubes, carbon and stainless hollow bars, stainless bars and sheets, stainless strip and wire. Areas covered: Northwest and Central Africa and Malagasy.**Companies represented on agency basis:** Fagerstat, France (welded stainless tubes, wire and strip).**Sandvik SA****Head office:** 4 Avenue Buffon, La Source, F 45100 Orléans (BP 6137, F 45017 Orléans Cedex). **Tel:** 38 41 41 41. **Telex:** 760930 sand, 760919 sand (Coromant), 760906 sand (steel and sales), 760706 sand (customs).**Scandia Steel SA****Head office:** 114 Avenue Charles de Gaulle, F 92523 Neuilly sur Seine. **Tel:** 1 745 36 30. **Telex:** 610623 scandof.**Management:** Christer Nordström (managing director). **Trading personnel:** Jean-Claude Brondeau (heavy plates and gas cut parts), Robert Magar (cold and hot rolled sheets, profiles). **Established:** 1974. **Capital:** Fr 100,000. **Ownership:** Svenskt Stal AB (SSAB), Sweden.**Activities:** Import/export agency; stocks of extra high strength and abrasion resistant plate.**Products handled:** Heavy plate, CR and HR coils and sheets, sections for ship-building and other industries, metallised sheets, manufactured parts. Grades—extra high strength and abrasion resistant steel, boron steel, Z-plate, cold forming steel.**Companies represented on agency basis:** Svenskt Stal AB (SSAB), Sweden.**S&H Metal Traders (France) Sarl****Address:** 116 bis Avenue des Champs Elysées, F 75008 Paris. **Tel:** 3596954-6. **Telex:** 640691, 640383.**Sias France—Sté Internationale des Aciers Spéciaux****Head office:** Tour Franklin, F 92081 Paris La Défense Cédex 11. **Tel:** 776 42 21. **Telex:** 630649.**Management:** Louis Chapon (président directeur général). **Trading personnel:** André Spaier (directeur technique des ventes), Arlette Lafontaine (chef des services commerciaux). **Established:** 1974. **Capital:** Fr 8 million. **Ownership:** Sias—Stà Italiene Acciai Speciali pA, Italy.**Activities:** Representing special steel producers; traders in special steels.**Products handled:** Special steels: carbon and alloy engineering, spring, bearing, stainless, valve, tool, high speed. In ingots, blooms and billets; wire rods; forged, rolled,

## FRANCE

**Sias France—Sté Internationale des Aciers Spéciaux** (*continued*)

drawn, peeled and turned bars; wire.

**Companies represented on agency basis:** Breda Siderurgica SpA, Milan, Italy; Stà Nazionale Cogne SpA, Aosta, Italy; Tecnocogne SpA, Italy; Sias—Stà Italiene Acciai Speciali pA, Italy.

**Sidelec**

**Head office:** 9 Ave. d'Arromanches, F 94100 Saint Maur. **Tel:** 886 25 79. **Telex:** 670 133 sidelec.

**Management:** D. Nathan (manager). **Trading personnel:** P. Nathan. **Established:** 1969. **Capital:** Fr 120,000.

**Activities:** Import/export, steel stockholders.

**Products handled:** Electrical steel, worldwide. Also vacuum chambers for electrical core impregnation, etc.

**Sidemetal**

**Head office:** 21 Rue de Téhéran, F 75008 Paris. **Tel:** 1 563 0050. **Telex:** 290342.

**Cables:** Sidemetal Paris.

**Management:** H. C. Rosen (chairman). **Trading personnel:** G. Spicka (merchant steel, sheets, plates), Mme S. Fitt (wire products). **Established:** 1959. **Capital:** Fr 150,000. **Ownership:** H. C. Rosen. Cie Métallurgique et Minière. **Subsidiary & associates:** Cie Métallurgique et Minière (sale of African steel scrap into Mediterranean area, sale of tungsten manufactured by Salau factory, forgings (Forges de Chelles)).

**Activities:** Export of steel and chemical products; import of metal alloys.

**Products handled:** Merchant steel, sheets and plates, wire. Main areas covered: USA, Canada and French speaking West Africa.

## Buying & Sales

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- ★ Cold-rolled electrical steel
- ★ Grain-oriented electrical steel coils — slitted — sheets
- ★ Equipment for core impregnation

# SIDELEC

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**address:** 9 Avenue d'Arromanches, 94100 Saint-Maur, France.  
**telephone:** 886-25-79. **telex:** 670133.

## Siderfrance SA

**Head office:** 54 Avenue Marceau, F 75008 Paris. **Tel:** 723 55 20. **Telex:** 610347. **Cables:** Fransider.

**Management:** Maurice Angers (président-directeur général), Armand Rivoire (directeur). **Trading personnel:** Patrick de Malezieux (directeur commercial sidérurgie), Marc-Henri Perrin (chef de la division non-ferreux). **Established:** 1959. **Capital:** Fr 800,000. **Ownership:** Finsider International, Luxembourg (50%). Maurice Angers (50%).

**Activities:** Import of Italian material as an exclusive sales agent (no stocks in France).

**Products handled:** All standard steel products. Also aluminium ingots and semis, zinc and lead, copper and brass.

**Companies represented on agency basis:** Including Finsider group works (steel).

## SKF Acier SA

**Head office:** 1 Avenue Jean Lolive, Boîte Postale 109, F 93172 Bagnolet Cedex. **Tel:** 858 5030. **Telex:** 670295 skf acie.

**Management:** Alain Giesecke (managing director), Gérard Chassagne (sales manager). **Established:** 1979. **Capital:** Fr 3 million. **Ownership:** SKF AB, Sweden.

**Branches:** Offices and warehouse in Paris area.

**Activities:** Import, stocking and marketing of special steel in France.

**Products handled:** Tubes, bars, wire, wire rod, strip, rings; steels—bearing, case hardening, heat treatment, construction, spring; magnetic iron.

**Members of:** Fédération Nationale des Importateurs de la Métallurgie de la Mécanique et l'Electronique.

## Stinox

**Head office:** Rue Gutenberg, F 78310 Maurepas. **Tel:** 3 051 61 42. **Telex:** 698758.

**Cables:** Stinox Maurepas.

**Management:** Harald Dehmer (president), Alain Greff (commercial and administrative manager). **Trading personnel:** Michel Plisson (commercial manager, stainless steels).

**Established:** 1948. **Capital:** Fr 1,200,000. **Ownership:** Thyssen Edelstahlwerke, West Germany.

**Activities:** Import and sales in France and Maghreb. Stocks carried at warehouses in Paris, Lyon, Nantes, Toulouse, Marseille, Nancy, Mulhouse.

**Products handled:** Stainless steel (CR sheets and strip, HR plates) from Thyssen Edelstahlwerke AG (TEW), West Germany. Also titanium (sheets, plates, rods and wire), tantalum (mill products and fabricated parts), special alloys.

## Sumitomo France SA

**Address:** 15 Rue de Berri, F 75008 Paris. **Tel:** 359 6724-7, 225 3815. **Telex:** 650013 sumit a. **Cables:** Sumitomo Paris.

## Thyssen Aciers Spéciaux SA

**Head office:** Zone d'Activité de Coignières Maurepas, BP 52, F 78311 Maurepas Cedex. **Tel:** 3 062 41 61. **Telex:** 696 876.

**Management:** Michel Hirner (directeur général). **Established:** 1960. **Capital:** Fr 12 million. **Ownership:** Subsidiary of Thyssen Edelstahlwerke AG, West Germany.

**Branches:** Regional agencies and warehouses—Cluses, Chalon s/Saone, Nouzonville, Mulhouse, Nancy, Lyon, Toulouse, Nantes, Marseille, Le Mans, St. Etienne.

**Activities:** Importer and merchant of special steels.

**Products handled:** All special steels—tool and high speed, stainless and heat resisting, carbon and alloy, bearing, wear resistant, stainless strip and wire, resistance alloys, welding material, magnets, etc.



## FRANCE

**Thyssen France SA**—see Thyssen Stahlunion GmbH, West Germany

**Titan Acier (France) Sarl**

**Address:** 11 bis Avenue Victor Hugo, F 75116 Paris. **Tel:** 331 5006188. **Telex:** 613285.

**Toyomenka (France) SA**

**Address:** 8 Rue St. Florentin, Paris 1. **Tel:** 260 39 04. **Telex:** 230038 tomen paris.  
**Cables:** Toyomenka Paris.

**TradeArbed France**

**Address:** 91 Rue de Faubourg Saint-Honoré, F 75008 Paris. **Tel:** 2669250. **Telex:** 280768 trarb f. **Cables:** Tradarbed Paris.

**Transafer SA**

**Head office:** 58 Av. Marceau, F 75008 Paris. **Tel:** 33 1 720 0607, 33 1 225 4611. **Telex:** 611 150 trame.

**Established:** 1975. **Ownership:** Asoma—The Lissauer Group.

**Activities:** General traders in steel, steel scrap, pig iron, ferrous and non-ferrous ores and concentrates, standard and high temperature alloys, major and minor metals, chemicals, etc.

**Products handled:** Semi-finished steel, bars, structurals, HR and CR products, wire rods, wire products, tubulars, grain oriented steel.



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## FRANCE

## Uddeholm SA

**Head office:** 16 Avenue de Friedland, F 75008 Paris. **Tel:** 867 16 78. **Telex:** 212409.

**Management:** Christer Adolfsson (general manager). **Trading personnel:** Michel Ardoin (tooling manager), Roger Hugon (stainless manager). **Established:** 1980.

**Capital:** Fr 100,000. **Ownership:** Uddeholms AB, Sweden.

**Activities:** Import, stocks of special steels.

**Products handled:** Special steels—tool steels in bars; stainless steels in bars, plates, tubes, wire, and fittings. Main area covered: France.

## Usinor Export

**Head office:** 6 Rue Daru, F 75008 Paris. **Tel:** 766 52 10. **Telex:** 290000 ux. **Cables:** Export Steel Paris.

**Management:** Serge M. Monthiers (board chairman), Pierre Dehais (managing director). **Trading personnel:** M. Glon Villeneuve (North America, Mexico), B. Lassaigue (Eastern Europe, Far East, Turkey, Iran), J. de Vreese (Southern Europe, Israel, Central America), J. Chemineau (Africa, Middle East). **Established:** 1933.

**Capital:** Fr 300,000. **Ownership:** Usinor, France. **Subsidiary & associates:** Usinor Steel Corp†, USA; Usinor SA Comercio e Representações, São Paulo, Brazil; Usinor Nordent, Sweden.

**Activities:** Export of steel products.

**Products handled:** Plates, HR and CR sheets, HR and CR coils, strip, joists, beams, bars, rods, wire rods, bearing piles, galvanized sheets. Main areas covered: Worldwide except France, EEC countries and Scandinavia.

**Companies represented on agency basis:** Usinor—Union Sidérurgique du Nord et de l'Est de la France, France; Galvanor/Coloracier—SA de Construction et de Galvanisation de Montataire, France.

## Vallourec International

**Head office:** 7 Place du Chancelier Adenauer, Paris 16e. **Tel:** 502 19 00. **Telex:** 620456 valex f. **Cables:** Tubacier Paris.

**Management:** René Patrier (president), Pierre Chartier (assistant general manager), Jean Paul Dufour (assistant general manager). **Trading personnel:** Managers—Gerard Monchicourt (commercial, petroleum division), Jack Arnaudeau (sales, petroleum division), Jack Dupuis (sales, mechanical division), Yves de Ponfilly (sales, trading division). **Established:** 1926. **Capital:** Fr 2,500,000. **Ownership:** Vallourec SA (98%). **Subsidiary & associates:** Vallourec†, London; Vallourec GmbH, Düsseldorf; Vallourec Svenska, Stockholm. All for the sale of Vallourec's products.

**Activities:** Export.

**Products handled:** OCTG and line pipe (seamless and welded), fittings, tubes and pipes according to API 5L ASTM.

**Companies represented on agency basis:** Vallourec SA; C.I.C.T. and Sté Vincey-Bourget, Le Bourget (OCTG and line pipe (seamless and welded), fittings, tubes and pipes according to API 5L ASTM). Market area covered: Worldwide.

# East Germany

## Metallurgiehandel GmbH

**Address:** Brunnenstrasse 188-190, 1054 Berlin. **Telex:** 112523, 112524, 112525.

**DO NOT FORGET** to look in Late Notes for late entries and amendments.

# West Germany

## AFV Stahl-Vertriebsgesellschaft mbH

**Head office:** Wilhelm-Keim-Strasse 4, Postfach 369, D 8022 Grünwald. **Tel:** 089 641001-4. **Telex:** 05 29970 shaf.

**Management:** Reinhard Scheer-Hennings (Geschäftsführer). **Trading personnel:** Hans Helmut Ellersiek and Ursula Buchsteiner (sales and purchasing). **Established:** 1975. **Capital:** DM 400,000. **Ownership:** Acciaierie e Ferriere Vicentine Beltrame SpA (AFV), Italy (51%). Reinhard Scheer-Hennings (49%). **Subsidiary & associates:** Scheer-Hennings GmbH, Grünwald, West Germany; Grünwalder Stahlhandelsgesellschaft mbH, Grünwald (exporters and importers of scrap and other raw materials for steel industry).

**Activities:** Sales organisation for Acciaierie e Ferriere Vicentine Beltrame SpA (AFV), Italy for Germany and Austria. Importers of related products into same markets.

**Products handled:** Merchant bars, reinforcing bars, wire rods.

## A-L Industries Export Corp

**Address:** Oberrather Strasse 2, D 4000 Düsseldorf 30. **Tel:** 653004. **Telex:** 8587364 ali.

**Management:** N. E. Hoffstaedter (European manager, marketing services), F. H. Berendsen (assistant manager, marketing services).

For further details see A-L Industries Export Corp, USA.

## Armco GmbH

**Head office:** Sedanstrasse 37, Postfach 140 127, D 5000 Cologne 1. **Tel:** 0221 72 06 71. **Telex:** 8885331. **Cables:** Armcoeisen Cologne.

**Management:** Franz Deubel (Geschäftsführer), Hartmut Schneider (product manager).

**Trading personnel:** Hartmut Schneider (steel, domestic), Wolfried Voigt (steel, export). **Established:** 1927. **Ownership:** Armco Inc, USA.

**Activities:** Import/export, trading.

**Products handled:** Armco ingot iron (remelting billets, plates, bars, wire, tubing), aluminized steel type 1 and type 2, special stainless steels (Ph grades), thin electrical strip, CR high and low carbon strip (coated, uncoated, patterned). Also grinding balls and rods, liners.

## BA-KA Stahl GmbH, Export Import

**Head office:** Überseering 25, Postfach 600207, D 2000 Hamburg 60. **Tel:** 040 6300056-7. **Telex:** 2174056 baka d. **Cables:** Bakastahl Hamburg.

**Management:** Managers—Jürgen Bastian, Bernhard Karabasch. **Established:** 1977. **Capital:** DM 70,000. **Ownership:** Jürgen Bastian (50%) and Bernhard Karabasch (50%).

**Activities:** Export.

**Products handled:** CR mild steel strip, bright drawn steels, drawn wire specialities. Area covered: Worldwide.

## Balfour Steel GmbH

**Address:** 77 Tersteegenstrasse, D 4000 Düsseldorf 30.

## Walter Blume GmbH Eisengrosshandlung

**Head office:** Kriegsbergstrasse 11, Postfach 12 28, D 7000 Stuttgart 1. **Tel:** 0711 29 95 01. **Telex:** 723974. **Cables:** Eisenblume Stuttgart.

## WEST GERMANY

**Walter Blume GmbH Eisengrosshandlung** (continued)

**Management:** Directors—Heinrich Hahn (managing), Willi Blaich (sales), Dieter Ackermann (controlling), Rüdiger Otte (finance and administration). **Trading personnel:** Helmut Kroll (purchases), Friedrich Hauke (sales, Stuttgart, Regensburg, Munich), Heinz Forster (sales, Dortmund), Rolf Gerhardt (sales, Frankfurt), Alfred Elsner (sales, Hamburg), Rolf Baierweck (sales, Lebach), Hans Glogau (sales, Siegen), Horst Piepenbrink (sales, Mülheim), Karl Wilhelm Lehmann (sales, export), Manfred Fröhlich (sales, Cologne). **Established:** 1948. **Capital:** DM 4,500,000. **Ownership:** British Steel Corp (International) Ltd, UK (95%). **Branches:** Weidenstrasse 58, D 4600 Dortmund 1; Schmickstrasse 5-7, D 6000 Frankfurt am Main 1; Wendenstrasse 279, D 2000 Hamburg 26; Kaiser-Wilhelm-Ring 11, D 5000 Cologne 1; Dillinger Strasse 120, D 6610 Lebach; Lagerhaustrasse 28, D 6700 Ludwigshafen 1; Holzufer 7, D 4330 Mülheim/Ruhr 1; Allacher Strasse 228f, D 8000 Munich 50; Aussere Wiener Strasse 16, D 8400 Regensburg 11; Industriestrasse 16, D 5900 Siegen 21; Kriegsbergstrasse 11, D 7000 Stuttgart 1.

**Activities:** Steel trading, import/export; stocks (about 50,000 tons) are carried at branches (see above).

**Products handled:** HR and CR, galvanized and coated sheets/coils, plates for all uses. Main areas covered: West Germany, Common Market countries and third countries.

**Members of:** Bundesverband Deutscher Stahlhandel e.V. (BDS).

**Reiner Brach, Import-Export**

**Head office:** Bergmannstrasse 27, D 4330 Mülheim-Ruhr. **Tel:** 208 43 60 21. **Telex:** 856 926.

**Management:** Reiner Brach, Hans Klingels (manager, foreign affairs). **Trading personnel:** Peter Adam (prime slabs for profiling, merchant bars, joists and beams, plates and coils, billets for forging, billets for re-rolling). **Established:** 1971. **Ownership:** Reiner Brach (100%).

**Activities:** Import/export.

**Products handled:** Prime slabs for profiling 40 up to 450 mm (43A and EN8, 50B); all kinds of bars, joists and beams; sheets and coils; billets for forging.

**Brasiltrade Rohstoffhandelsgesellschaft mbH**

**Head office:** Kaiser-Friedrich-Ring 38, D 4000 Düsseldorf 11. **Tel:** 0211 575004. **Telex:** 08586890 bt d.

**Management:** Michael E. von Dresky (managing director). **Trading personnel:** See management. **Established:** 1976. **Capital:** DM 525,000. **Ownership:** Cimetal Siderurgia SA, Brazil.

**Activities:** Controlling agency.

**Products handled:** Pig iron.

**WALTER BLUME GMBH  
EISENGROSSHANDLUNG**

**Head Office:** D-7000 Stuttgart 1  
Kriegsbergstraße 11  
Telefon: 0711/299501  
Telex: 0723974  
**Export Sales:** D-4330 Mülheim-Ruhr  
Holzufer 7  
Telefon: 0208/52081  
Telex: 0856871



## WEST GERMANY

**British Steel Corp (Deutschland) GmbH**

**Head office:** Gartenstrasse 2, Postfach 32 01 67, D 4000 Düsseldorf 30. **Tel:** 0211 499041-8. **Telex:** 8585533 bsc d.

**Management:** Geschäftsführer and commercial director—Kenneth Lewis. Sales managers—Karl-Heinz Kramer (strip mill products), Dieter Dreyer (plates, commercial qualities of billet bars and rod sections), Horst Stohrer (alloy and special billets, ferrous and non-ferrous castings and forgings), Rolf Növer (alloy and special bars and rods, narrow strip). **Trading personnel:** See management. **Established:** 1975. **Capital:** DM 1,300,000. **Ownership:** Wholly-owned subsidiary of Walter Blume GmbH, which is itself owned by BSC (International) Ltd. **Subsidiary & associates:** BSC Stainless GmbH, Ratingen-West (specialist stockholding and sales company handling sales of BSC stainless products in Germany).

**Activities:** BSC Deutschland GmbH is the sales company in West Germany handling all BSC sales (except sales of stainless steel products which are handled by the specialist subsidiary BSC Stainless GmbH). BSC Deutschland GmbH does not normally carry stocks but BSC has a wholly-owned stockholder in Germany, Walter Blume GmbH handling flat products excluding stainless grades.

**Products handled:** Strip mill products—HR and CR coil and sheets, galvanized strip, organic coated strip, electrical sheet; plate mill products—quarto plates, universal flats; special sections; billets, bars and rods—commercial carbon grades and alloy and special carbon grades; narrow strip; steel; grey iron; SG iron castings.

**BSC Stainless GmbH**

**Head office:** Brandenburger Strasse 44, Postfach 3042, D 4030 Ratingen West. **Tel:** 02102 4 60 96. **Telex:** 8 585 311 bsc d.

**Management:** Kurt Metzler (chief executive). **Trading personnel:** Berthold Schwarz and Hartmut Szymankiewicz (sales managers). **Established:** 1977. **Capital:** DM 1 million. **Ownership:** BSC (Deutschland) GmbH, West Germany.

**Activities:** Import of stainless steel products from the British Steel Corp and sales in West Germany, directly and through stocks.

**Products handled:** Stainless steel—CR sheets and coils, CR precision strip, HR plates, round and square billets, re-rolled bars, drawn wire.

**Carbomina Rohstoffhandel GmbH**

**Head office:** Am Krusen 2a, PO Box 320167, D 4300 Essen 15. **Tel:** 464022. **Telex:** 857662 carbo d. **Cables:** Carbomina Essen.

**Management:** Jürgen Kasperczyk (managing director). **Established:** 1978. **Capital:** DM 100,000. **Ownership:** Private company. **Subsidiary & associates:** Sté Ensich Sarlt, Luxembourg (traders in raw materials and equipment for the iron and steel industry, and steel products).

**Activities:** Import/export/transit traders and overseas agents for raw materials; coal, coke and steel products. No stocks carried.

**Products handled:** Pig iron; semis—ingots, slabs, billets, rods, etc.; finished products—HR, CR, galvanized sheets and coils, plates, bars, structurals, tubes, wire rods, barbed wire.

**Companies represented on agency basis:** Pohang Iron & Steel Co Ltd (Posco), Korea for Germany and European countries.

**Members of:** Chamber of Commerce, Essen.

**Cavexsa (Deutschland) GmbH**

**Head office:** Kreuzstrasse 20, D 4000 Düsseldorf 1. **Tel:** 0211 35 07 43. **Telex:** 8 587 922.

**Management:** Klaus Hostertz (managing director). **Trading personnel:** Hans Maxheim (bars, forgings, castings), Friedhelm Ring (semis, wire rods, brightbars). **Established:** 1974. **Capital:** DM 500,000. **Ownership:** Cavexsa—Cía Anonima

Vasco-Europea de Exportación SA†, Spain (75%). Klaus Hostertz (25%). **Subsidiary &**

## WEST GERMANY

**Cavexsa (Deutschland) GmbH** *(continued)*

**associates:** Cavexsa SA†, Spain.

**Activities:** Import/export agency; stocks of high carbon rounds.

**Products handled:** Semis, bars, wire rods, bright material (drawn, turned or ground to ISA-tolerances); forgings and castings in high carbon and alloyed constructional steels; spring steel; tool steel; stainless.

**Companies represented on agency basis:** Cavexsa SA, Spain for: Forjas Alavesas SA (Foral), Spain; Aceros de Llodio SA (Allosa), Spain; Aceros y Fundiciones del Norte, Spain; Pedro Orbegozo y Cia SA (Posa), Spain; Astilleros Españoles SA (Aesa), Spain.

**Centro Stahlhandel GmbH**

**Head office:** Kardinal Galen Strasse 11, PO Box 100807, D 4100 Duisburg 1. **Tel:** 49 203 330055. **Telex:** 8551317.

**Cockerill Stahl GmbH**

**Head office:** Graf-Adolf-Platz 12, D 4000 Düsseldorf 1. **Tel:** 38 88 1. **Telex:** 08 582 959.

**Management:** Peter B. Schaeffer (managing director), Jens Früstück (chief of administration). **Trading personnel:** Dieter Domurath (responsible for CR sheets and coils), Heinz-Werner Fischer (merchant bars, beams and other sections, wire rods, CR sections), Walter Schütz (HR sheets and coils, tinplate and electrical sheets).

**Established:** 1971. **Capital:** DM 7 million. **Ownership:** Cockerill SA, Belgium (50%). Stinnes AG, West Germany (50%). **Subsidiary & associates:** Stinnes Stahlhandel KG—Essen, Dortmund, Remscheid and Siegen (stocks of all steel products).

**Branches:** Stuttgart (sales office).

**Activities:** Sales company in West Germany for Cockerill SA, Belgium.

**Products handled:** All HR and CR steel products.

**Companies represented on agency basis:** Cockerill SA (Seraing); Cockerill D.R.C. (Hautmont and Beautor works); Sté Profilafroid, France; Parametal, Belgium; Usinor (Rehon works); Frère-Bourgeois (Marchienne works).

**Comex Aussenhandels-gesellschaft mbH**

**Head office:** Immermannstrasse 40, D 4000 Düsseldorf. **Tel:** 0211 3 61 71. **Telex:** 08581806-7. **Cables:** Comexer.

**Activities:** Import/export; agents.

**Products handled:** Iron and steel products. Also aluminium semis and foils.

**Coutinho, Caro & Co, KG auf A**

**Head office:** Steindamm 80, PO Box 10 11 40, D 2000 Hamburg 1. **Tel:** 49 40 28 61 1. **Telex:** 21 14 12 0 ccd. **Cables:** Metalcouco Hamburg.

**Management:** Senior executive partners—Andreas Coutinho, Helmut Sternberg, Wolf-Elmar Warning; executive directors—Henning J. Brandes, Egon Bruns, Günter F. Friederich, Klaus F. Hummel, Walter Jenish, Hans-Dietrich Krug, Edelbert Kwiesdorf, Ulrich H. A. Pochert, Jan J. Schütt. **Established:** 1895. **Subsidiary & associates:** SA Coutinho, Caro & Co NV†, Antwerp; Unirat, São Paulo; Coutinho, Caro & Co Ltd†, Montreal; Danferro A/St, Copenhagen; Coutinho Eisenhandel KG†, Hamburg; Oy Finn Montan Abt, Helsinki; Sté Française Coutinho, Caro & Co†, Paris; Coutinho, Caro & Co Ltd†, London; Coutinho, Caro & Co Ltd, Accra; Coutinho, Caro & Co (Italia) Srl†, Milan; Coutinho, Caro & Co Ltd, Lagos; Finn Nordrum A/St, Oslo; Cevece Montan AB†, Gothenburg; Coutinho, Caro & Co (Pacific) Inc†, Los Angeles; Coutinho, Caro & Co Inc†, New York. **Branches:** Coutinho, Caro & Co—Address: Tonhallenstrasse 16, PO Box 24 02 43, D 4000 Düsseldorf (Tel: 49 211 350 811. Telex: 85 82 861. Cables: Coutieisen Dusseldorf). **Management:** K. O. Benthin (executive director). **Trading personnel:** Klaus

**WEST GERMANY****Coutinho, Caro & Co, KG auf A** (*continued*)

Dee, Kurt Winterhagen (Mannheim), Wolfgang Kloppenburg. Activities: Import, import agency; limited service stocks carried.

**Activities:** Export divisions—import/export, agency for iron and steel products; also non-ferrous metal products, chemical products and electric cables. Technical divisions—general contractors for industrial plants, process know-how, technology transfer, project and site management, highrise building, hotels, hospitals; suppliers of machinery and equipment.

**Coutinho Eisenhandel KG**

**Head office:** Steindamm 80, PO Box 10 11 40, D 2000 Hamburg 1. **Tel:** 49 40 28 61 1.

**Management:** Andreas Coutinho (managing partner). **Established:** 1957. **Ownership:** Member of the CCC group. **Branches:** Coutinho Eisenhandel KG, Augsburg (Riner Pechmann, executive director); Hamburg (Friedhelm Schrey, executive director); Mülheim (Dieter Malten, executive director); Neckarsulm (Hans-Werner Kandler, executive director).

**Activities:** Operation of steel stocks and service centres; import/export.

**Products handled:** Steel profiles and structurals, HR and CR flat products, pipe and tube.

**Members of:** Bundesverband Deutscher Stahlhandel e.V.

**Creusot-Loire GmbH**

**Head office:** Floss-Strasse 3, D 4000 Düsseldorf 1. **Tel:** 0211 30161. **Telex:** 8582939.

**Management:** J. D. Champalbert and H. O. Stappert (managing directors). **Trading personnel:** Emile Schock (sales director). **Established:** 1971. **Capital:** DM 100,000. **Ownership:** Creusot-Loire SA†, France (through Stappert Spezial-Stahl Handel, West Germany). **Subsidiary & associates:** Stappert Spezial-Stahl Handel GmbH†, Düsseldorf.

**Activities:** Imports of HR steel bars produced by Creusot-Loire.

**Products handled:** Carbon and alloy steel bars for mechanical engineering, hot rolled or peeled.

**Companies represented on agency basis:** Creusot-Loire SA, France.

**Dam Stahl-Handelsgesellschaft mbH**

**Head office:** Hitdorfer Strasse 37-39, Postfach 163, D 4018 Langenfeld. **Tel:** 02173 17001-5. **Telex:** 08515768. **Cables:** Damstahl.

**Management:** Henry Ehrenberg and Bruno Kube (managing directors). **Trading personnel:** Horst Lücke (sales manager). **Established:** 1961. **Capital:** DM 1 million.

**Subsidiary & associates:** Trading companies (all in stainless steel)—Damstahl A/St, Skanderborg, Denmark; Holstaal BV†, Loosdrecht, Netherlands; Damstahl AG†, Baar/Zug, Switzerland; Snel AG, Baar/Zug. Herrli/Precitube AG, Kerzers, Switzerland (production of welded stainless steel tubes and formings). Also various trading and production companies in Europe and overseas.

**Activities:** Import/export, stockholders.

**Products handled:** Stainless steel tubes (seamless and welded), bars (flats, rounds, hexagons, squares and angles).

**Companies represented on agency basis:** Kobe Steel Ltd, Japan (stainless steel tubes) covering Europe, excluding UK; Precitube, Switzerland (welded stainless steel tubes) covering Germany; Fonderie Officine Rovelli Srl, Italy (welded stainless steel tubes) covering Germany; Aços Finos Piratini SA, Brazil (steel bars) covering Europe; TI, UK (hollow bars in stainless steel) covering Germany.

**DO NOT FORGET** to look in Late Notes for late entries and amendments.

## WEST GERMANY

**Denkhaus Edelstahl GmbH**

**Head office:** Duisburger Strasse 455-457, D 4330 Mülheim/Ruhr. **Tel:** 0208 5801 1. **Telex:** 856 581.

**Management:** H. Gimpel (managing director). **Trading personnel:** Stainless steels—W. H. Ulrich (steels, plates, coils), J. Kaisinger (HR bars, bright steel), W. Fechner (tubes, seamless and welded, fittings). Aluminium—H. Voigt (steels, coils, profiles).

**Established:** 1955. **Capital:** DM 3 million. **Ownership:** Hans Hermann Denkhaus (100%). **Branches:** Warehouses and offices in Hamburg, Frankfurt, Nagold (Stuttgart).

**Activities:** Distribution ex-stock and ex-mill all over Germany, as well as export.

**Products handled:** All stainless and heat resisting steel products. Also aluminium semis.

**Deumu—Deutsche Erz- und Metall-Union GmbH**

**Head office:** Herrenstrasse 3-5, Postfach 14 45-46, D 3000 Hanover 1. **Tel:** 0511 1928 1. **Telex:** 0922 738 dmuh d. **Cables:** Deumumetal Hanover.

**Management:** Heinrich Hitzbleck (management chairman), Wilfried Bohne, Ludwig Meyer, Anton Schywalsky. **Trading personnel:** Gerd Schünke (iron- and steel scrap, industrial demolition), Gerhard May (non-ferrous and ferrous metals, non-ferrous scrap, stainless scrap and ferro-alloys), H.-J. Biernat (declassified and reusable steel, re-rollable materials, sheet cuttings). **Established:** 1941. **Capital:** DM 8 million.

**Ownership:** Stahlwerke Peine-Salzgitter AG, West Germany. Salzgitter AG (holding).

**Branches:** Offices and/or stock yards in Berlin, Hamburg, Hanover, Karlsruhe, Kassel, Munich, Nuremberg, Recklinghausen, Saarbrücken-Bübingen, Salzgitter, Speyer.

**Activities:** Yard activities and fabrication in West Germany; import, export and transit trade worldwide.

**Products handled:** Cobble plates, billets, CR steel sheets, steel cuttings, joists, profiles, tubes, all declassified and reusable; rails and other materials for re-rolling; flame-cut plate cuttings. Also ferro-alloys, deoxidation aluminium, primary, ferrous and non-ferrous metals, secondary aluminium ingots, non-ferrous metal scrap, stainless scrap, fragmented scrap, iron- and steel scrap, bundles, turnings, cast iron scrap, foundry scrap, industrial demolition.

**Members of:** Bureau International de la Récupération (BIR), Verein Deutscher Metallhändler e.V. (VDM), Bundesverband Deutscher Stahlhandel e.V. (BDS).

**Röhren- und Stahlexport Dobbertin GmbH**

**Head office:** Ferdinandstrasse 29-33, PO Box 10 54 02, D 2000 Hamburg 1. **Tel:** 040 33 13 51-6. **Telex:** 2 161 269 dc. **Cables:** Dobbenco.

**Management:** Konrad Reich (chief executive). **Trading personnel:** Mrs. Liane Böning (Eastern hemisphere), Peter Brandt (Western hemisphere). **Established:** 1912.

**Capital:** DM 2 million. **Ownership:** Nordstahl GmbH, West Germany (member of Possehl group).

**Activities:** Import/export/transit.

**Products handled:** All iron and steel products especially tubes and pipes in all sizes and qualities.

**Eisen und Metall AG**

**Head office:** Ahlmannshof 22, PO Box 549, D 4650 Gelsenkirchen. **Tel:** 209 801 1. **Telex:** 824798. **Cables:** Eisenmetall.

**Management:** Horst Mannschott (board member, responsible for steel trade). **Trading personnel:** Lothar Niemeyer (Tel: 209 801 522—medium and heavy plates, sheets, strip, coils, flame-cut plates), Dieter Kleffmann (Tel: 209 801 409—tubes and pipes (secondary), seamless and welded, hollow sections), Gerhard Niedermark (Tel: 209 801 410—sections, merchant bars, semis, wire rods). **Established:** 1876. **Capital:** DM 30 million. **Ownership:** Mannesmann AG, Düsseldorf. Hoesch Werke AG, Dortmund. Rheinmetall Berlin AG, Düsseldorf. **Subsidiary & associates:** Gustav Ahrens GmbH,



**WEST GERMANY****Eisen und Metall AG** (continued)

Mülheim/Ruhr (trading in steel scrap and metals); E. Stroh GmbH, Freiburg (trading in steel scrap); Süddeutsche Rohprodukten GmbH, Stuttgart (trading in steel scrap); Willi Tabbert GmbH, Berlin (trading in steel scrap); G. Röhlig GmbH, München (trading in steel scrap); Zerssen-Eisen und Metall GmbH, Kiel (trading in steel scrap and non-ferrous metals); Eisenmetall Handelsgesellschaft mbH, Berlin (trading in non-ferrous metals); Eisen und Metall GmbH, Saarbrücken (trading in steel scrap); Cemit SpA, Milan (trading in steel, steel scrap, non-ferrous metals); Usinor-Eisenmetall GmbH, Gelsenkirchen (trading in steel); Stahlausbau GmbH, Gelsenkirchen (trading in roadway support); Hans Franke Ne-Metallhandel GmbH, Stuttgart und Weingarten (trading in copper, brass and aluminium semis); Fuchs Ne-Metallhandel GmbH, Frickenhausen (trading in copper, brass and aluminium semis); Fudickar Leichtmetall GmbH, Haan (trading in aluminium semis); C. G. Krause GmbH, Hanover (trading in copper, brass and aluminium semis); Prometa Metall GmbH, Düsseldorf (trading in copper, brass and aluminium semis); Stern und Müller GmbH, Stuttgart (trading in non-ferrous scrap, steel scrap); Emer SA, Madrid (trading in steel, non-ferrous metals, ferro-alloys, scrap); Plasticwerk Nordwalde GmbH, Nordwalde (production of reground thermoplastics).

**Branches:** Berlin, Denkingen, Gelsenkirchen, Hamburg, Ludwigshafen, Mülheim/Ruhr, Munich, Nuremberg, Saarbrücken, Stuttgart.

**Activities:** Trading; import/export; also dismantling of plants; demolition of all floating material; sale and lease of pontoons; handling of heavy and bulky goods.

**Products handled:** Pig iron, medium and heavy steel plates, sheets, strip, coils, flame-cut plates, sections, merchant bars, semis, wire rods, seamless and welded tubes and pipes (seconds), hollow sections. Also steel scrap (for steelworks, blast furnaces and foundries); copper, lead, zinc, tin, primary and scrap metals; primary and secondary aluminium; copper, brass and aluminium semis; ferro-alloys; nickel and other alloying metals; alloy steel scrap and residues.

**Members of:** Bundesverband Deutscher Stahlhandel e.V.; Steel Service Center Institute, USA.

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Telex: 08581806-7

## Eisenstahl GmbH

**Head office:** Königsallee 86, PO Box 2804, D 4000 Düsseldorf. **Tel:** 0211 80671. **Telex:** 8582465. **Cables:** Steelco.

**Management:** Heinz-Ludwig Kattau (managing director). **Trading personnel:** Hans-Werner Dislich (prokurist, sales manager), Konrad Schleis (prokurist, finance manager). **Established:** 1958. **Capital:** DM 320,000. **Ownership:** Albert Frère (80%), and Heinz-Ludwig Kattau (20%).

**Activities:** Import/export.

**Products handled:** Slabs, blooms, billets, reinforcing bars, merchant bars, sections, plates, sheets and wire rods.

## Elkem-Spigerverket GmbH

**Address:** Königsallee 66, D 4000 Düsseldorf. **Tel:** 211 84 301. **Telex:** 8588290.

## Estel Export AG

**Head office:** Südwall 21-3, D 4600 Dortmund 1. **Tel:** 0231 545 0. **Telex:** 8227 241 eed d. **Cables:** Estex.

**Management:** D. Berger (board member), W. Rühling (director). **Trading personnel:** General managers—G. Röder (rolled products), M. Elsche (processed products), G. Fankhänel (tubes and pipes); manager—E. Brinkmann (diversified products). **Established:** 1980. **Capital:** DM 6 million. **Ownership:** Hoesch Werke AG, Estel group. **Branches:** Stockholm, Copenhagen, London, Madrid, Paris, Brussels, Milan, Vienna, Zürich, Atlanta (USA). **Delegates:** Mexico, Brazil, Venezuela, Algeria, Iran.

**Activities:** Worldwide export trade for the Hoesch Estel group of companies; international trading; no stocks.

**Products handled:** Flat HR and CR steel; sections, steel sheet piling, semis, steel tubes and pipes; subsequent processing and finished products; products for the off-shore industry. Also general merchandise, chemicals, etc.

**Companies represented on agency basis:** Hoesch Hüttenwerke AG, Hoesch Siegerlandwerke AG, Hoesch Werke Hohenlimburg-Schwerte AG, Hoesch Röhrenwerke AG and Siegener AG, West Germany.

**Members of:** Düsseldorfer Kreis.

## Eurinter Metallhandelsgesellschaft mbH—see Eurinter SA, Belgium

## Export-Union Düsseldorf GmbH

**Head office:** Kaiserswerther Strasse 115, D 4000 Düsseldorf 30. **Tel:** 43 43 66. **Telex:** 858 4331. **Cables:** Eudsteel.

**Management:** Artur Habicht and Wolfgang Boehm (managing directors). **Established:** 1958. **Capital:** DM 4 million. **Ownership:** Artur Habicht (75%); Wiedemann & Walters GmbH, West Germany (25%). **Subsidiary & associates:** Wesa Pty Ltd, Johannesburg; Export-Union Düsseldorf Inc, Denver; Export-Union Düsseldorf Ltda, São Paulo; Wimex (Aust.) Pty Ltd†, Sydney; Export-Union Düsseldorf, London Branch, London; Export-Union Düsseldorf GmbH, Caracas.

**Activities:** Steel export.

**Products handled:** All types of steel including pipes and tubes.

## Fagersta GmbH

**Address:** Freiheitstrasse 7-15, D 4006 Erkrath 1. **Tel:** 0211 2802 1. **Telex:** 08 586 514. **Cables:** Schwedenstahl.

**Management:** Ernst-Dieter Aufenberg (Geschäftsführer). **Trading personnel:** Kurt Weiss (wire), Karlheinz Rösner (stainless steel strip), Manfred Dittrich (high speed steel bar and strip), Günter Kalthoff (tubes and accessories), Wolfram Hussack (rock drilling

**WEST GERMANY****Fagersta GmbH** (continued)

tools). **Established:** 1927. **Ownership:** Fagersta AB, Sweden.

**Activities:** Import of steel products from Swedish parent company for sale in Germany.

**Products handled:** Wire, stainless steel strip, high speed steel bar and strip, tubes and accessories, rock drilling tools.

**Members of:** Edelstahl-Handelsvereinigung.

**Ferex Stahlhandel GmbH**

**Head office:** Kavalleriestrasse 22, D 4000 Düsseldorf 1. **Tel:** 0211 32 08 11. **Telex:** 8 588 199 ferx d.

**Management:** Managing directors—Mr. Hoffmann, Mr. Krauss, Mr. Winter. **Trading personnel:** Mr. Schulte, Mr. Johnen. **Established:** 1973. **Capital:** DM 500,000.

**Ownership:** Ferex SAT, Belgium (Empain Schneider group).

**Activities:** Import/export.

**Products handled:** Billets, slabs, wire rods, rebars, plates, sheets, HR coils, merchant bars.

**Ferro-Trading GmbH**

**Head office:** Cecilienallee 68, D 4000 Düsseldorf 30. **Tel:** 0211 434146-8. **Telex:** 08584321. **Cables:** Ferrotrad.

**Management:** Hilda Klötzl (director), Werner Laich (director). **Established:** 1976.

**Capital:** DM 200,000. **Ownership:** Metalimpex, Hungary (DM 102,000). Mr. Hikmat Tannoüs, Lebanon (DM 62,000). Ferro Trading Holding (FTH) AG, Switzerland (DM 36,000).

**Activities:** Import/export; transit. Mainly transit to third countries ex. East Germany,



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**Industrial  
Chemicals**

## WEST GERMANY

**Ferro-Trading GmbH** (*continued*)

Czechoslovakia and Hungary.

**Products handled:** Ingots, semis, wire rods, plates, sheets, coils, joists and channels, merchant bars, rebars; primes and seconds, re-rollable steel and scrap.

**Ferrostaal AG**

**Head office:** Hohenzollernstrasse 26, PO Box 10 12 65, D 4300 Essen. **Tel:** 0201 20141. **Telex:** 0857100 fsd. **Cables:** Ferrostaal Essen.

**Management:** Steel division—W. Haverkamp (board member of directors), H. U. Gruber (deputy board member of directors). **Trading personnel:** D. A. Beger (marketing manager), W. Schluppkothén (steel bars, beams and other sections, billets, wire rods), H. Julius (sheets, plates, coils), J. Scholz (shipbuilding steel), R. Scherer (pipes, tubes and accessories, CR steel strip, bright and high grade steel, wire and wire products), L. Knak (rails and accessories). **Established:** 1930. **Capital:** DM 100 million. **Ownership:** Wholly-owned subsidiary of Gutehoffnungshütte Aktienverein, West Germany. **Subsidiary & associates:** Ferrostaal A/St, Oslo; Montan-Rohstoff-Handels GmbH, Essen; Rollo BV, Netherlands; Famex SAT, Antwerp; Ferromer SA, Paris; Steel & Metal Products Co Ltd†, London; Ferracciaio Sarl, Milan; Ferrostaal SA, Madrid; Ferrostaal Portuguesa Ltda, Lisbon; Ferrostaal Metals Corp, Burlingame, USA; Ferrostaal Corp†, New York; Ferrostaal Mexicana SA, Mexico City; Ferrostaal de Venezuela SA, Caracas; Ferrostaal SA, Quito and Guayaquil; Ferrostaal de Colombia Ltda, Bogotá; Distribuidora Citeco SA, Lima; Ferrostaal do Brasil SA, São Paulo; Interferro SA, Rio de Janeiro; Ferrostaal Argentina SA, Buenos Aires; Ferrostaal Chile SAC, Santiago; Marketing & General Trading Corp, Jeddah; Melchers Ferrostaal GmbH & Co KG, Hong Kong; Ferrostaal Singapore (Pte) Ltd, Singapore; Prideco Ltd, Bangkok; Prideco Ltd, Lagos. **Branches:** Branches and representatives—Peter Funder, Copenhagen; Ferrostaal AG, Stockholm; Auvala Oy, Helsinki; GHH-Ferrostaal, Moscow; Ferrostaal AG, Vienna; Rainer G. Schmidt, Porto; Ferrostaal AG, Milan; Alexandros Kounts, Athens; J. C. Niemann, Guatemala; Linale & Weiss, La Paz; Juan M. Gonzáles Repr. Ltda, Montevideo; Tetico Teknik Ticaret Ltd Sti., Ankara and Istanbul; Jean Shammass, Baghdad; Ferrostaal AG, Dubai; Ferrostaal AG, Manila; W. Bartmann, Tehran; Kerdarnik Co Ltd, Tehran; Ferrostaal AG, Karachi; Ferrostaal Repr. Office, Jakarta; C. Melchers & Co, Kuala Lumpur; Teh Pao Agencies, Taipei; Ferrostaal Japan Office, Tokyo; Ferrostaal AG, c/o Clover Trading Co, Seoul; Ferrostaal AG, Cairo; Ferrostaal AG, Algiers; F. von der Groeben, Tunis; A. I. Phiri, Lusaka; W. T. Petersen, Johannesburg.

**Activities:** Trading, import/export, stockholding—all rolled products.

**Products handled:** Pig iron, semis, merchant bars, joists, beams, rebars, wire rods, strip, sheets, plates and coils, dished ends, galvanized sheets, pipes and tubes and accessories; shipbuilding steel, rails and accessories, wire products. Area covered: Worldwide.

**Members of:** Bundesverband Deutscher Stahlhandel e.V.

**Frank & Schulte GmbH**

**Head office:** Alfredstrasse 154-156, PO Box 10 12 55, D 4300 Essen 1. **Tel:** 0201 4381. **Telex:** 0857 835. **Cables:** Silizium.

**Management:** H. Reuther, H. W. Detering and H. H. Schramm (executive directors). **Established:** 1922. **Capital:** DM 12,700,000 (including reserves). **Ownership:** Stinnes AG (Veba). E. Reuther. **Subsidiary & associates:** Frank & Schulte pour le Commerce Extérieur SA, Aigle, Switzerland; Frank & Schulte Aigle SA, Aigle; Frank & Schulte in Austria GmbH, Vienna; Frank & Schulte France Sarl, Paris; F & S Alloys & Minerals Corp, New York; Miller & Co, Chicago.

**Activities:** Distribution, processing, production.

**Products handled:** Pig iron. Also ferro- and non-ferrous alloys and metals, ores, minerals, organic and inorganic chemicals, special scrap, foundry additives, etc.

**Frère-Bourgeois GmbH**

**Head office:** Rheinvorlandstrasse 5, D 6800 Mannheim.

**Activities:** Sales.



## WEST GERMANY

**F. W. Garthe Stahlhandel**

**Head office:** Hasslinghauser Strasse 189, D 5820 Gevelsberg. **Tel:** 02332 2061. **Telex:** 08229470.

**Management:** F. W. Garthe. **Established:** 1972. **Ownership:** F. W. Garthe.

**Activities:** Import/export, domestic trade, stockholding.

**Products handled:** Iron and steel products.

**E. A. Giessen GmbH & Co KG**

**Head office:** Ernst-Haeckel-Strasse 18, D 8000 Munich 50. **Tel:** 089 812 22 22. **Telex:** 529 394. **Cables:** Giexim Muenchenallach.

**Management:** Albrecht Herdieckerhoff, Ralf Schlicht. **Trading personnel:** Alfred Bachmayr, Juergen Hagelauer. **Established:** 1948. **Capital:** DM 340,000.

**Ownership:** Albrecht Herdieckerhoff.

**Activities:** Importer, exporter and agent.

**Products handled:** Studded and finned tubing; seamless precision tubing in stainless steels and special alloys; welded round, square and rectangular tubing in stainless steels; semis in all forms in stainless steels; special alloys; stainless steel redrawing wire; titanium, tantalum, zirconium, aluminium and magnesium castings.

**Companies represented on agency basis:** Including Biraghi-Entrepose, France (studded and finned tubing); Hamilton Technology (steel and special metal foils); Sté Meusienne de Constructions Mécaniques, France (welded tubing and sections in stainless steels); Superior Tube Co, USA (precision tubing and sections in stainless steel and special alloys); West Japan Stainless Steel Wire Co Ltd, Japan (stainless redrawing wire).

**GKN International Trading (Europa) GmbH**

**Address:** Elisabethstrasse 117, Postfach 3608, D 4000 Düsseldorf 1. **Tel:** 0211 334501. **Telex:** 8587336 gknd.

**Management:** Enno Sprick (manager). **Trading personnel:** Walter Schröder (import/export trading). **Established:** 1969. **Capital:** DM 20,000. **Ownership:** GKN International Trading (London) Ltd, UK.

**Activities:** Import/export, import agency.

**Products handled:** All kinds of steel products.

**Companies represented on agency basis:** GKN (South Wales) Ltd, UK; Brymbo Steel Works Ltd, UK.

**Stahlkontor Hahn GmbH**

**Head office:** Borsigstrasse 2, D 4030 Ratingen. **Tel:** 02102 402 1. **Telex:** 0858 5122, 0858 5197. **Cables:** Tw 5122 hahnkontor.

**Management:** Werner Pluntke and Helmut Schmidt (managing directors). **Trading personnel:** Pipes and tubes—Elmar Schüler (export overseas), Jürgen Dallmeier (export Europe), Heinz Borggräfe and Heinz Schubert (home market). Steel products—Wolfgang Fernholz (export), Phil. Pfeiffer (home market). **Established:** 1920. **Capital:** DM 3 million.

**Activities:** Exporters and stockholders.

**Products handled:** Welded, seamless and cold drawn pipes and tubes; HR and CR steel products.

**Harlow & Jones GmbH**

**Head office:** Kardinal-Galen-Strasse 11, D 4100 Duisburg 1. **Tel:** 0203 330055. **Telex:** 0855 315. **Cables:** Harjones Duisburg.

**Management:** Philip Panchaud (managing director), Günther Koppitz (director), Freddy Schlüter (director). **Trading personnel:** R. J. P. Bottomley, G. Buchmann, K. Fendel, L. Lenzer. **Established:** 1966. **Capital:** DM 2,500,000. **Subsidiary & associates:** Members of the Harlow & Jones group.

## WEST GERMANY

**Harlow & Jones GmbH** (continued)

**Activities:** Import/export; stocks are carried.

**Products handled:** Mild steel products, billets, blooms, slabs, HR sheets and coils, heavy plates, CR sheets and coils, galvanized sheets and coils, merchant bars, sections, wire rods, tubes. Main areas covered: Europe, Africa, Far East.

**Heine Brothers GmbH**

**Address:** Gruenstrasse 4-6, D 4000 Düsseldorf 1. **Tel:** 80 626-8. **Telex:** 8581478.

Please see entry for Heine Brothers (Australasia) Pty Ltd, Australia for further details.

**Heinr. Albert Heinen GmbH**

**Head office:** Nordbeckenstrasse 3, D 7500 Karlsruhe 21. **Tel:** 0721 555911. **Telex:** 07825 685. **Cables:** Heinenhandel.

**Management:** H. A. Heinen (proprietor), Manfred Baumann (authorised manager).

**Trading personnel:** Friedrich W. Beck, Peter H. Muhle. **Established:** 1956.

**Ownership:** H. Bert Heinen. **Branches:** Hammerstrasse 7-9, D 4000 Düsseldorf 1.

**Activities:** Worldwide import/export trade; preparation, grading of war material for the production of superior alloy steel. Stocks are carried.

**Products handled:** Chrome-nickel steel, high speed steel, ferro-alloys. Trading worldwide.

**Members of:** National Assn. of Recycling Industries (NARI).

Please see **Late Notes**.

**F. W. Hempel & Co**

**Head office:** Am Wall 127, D 2800 Bremen 1. **Tel:** 0421 314056. **Telex:** 244261.

**Cables:** Metallierz.

**Management:** F. W. Hempel (owner), H. W. Hempel (owner), Bruno Mikulska (manager, general). **Trading personnel:** Uwe Friebertshäuser, Hans-Georg Radke.

**Established:** 1950. **Capital:** Several million DMs. **Ownership:** Hempel brothers.

**Subsidiary & associates:** Firth Stahl-Verkaufs-AG, Dübendorf, Switzerland (stainless, special steels (stockholding)); F. W. Hempel & Co Inc, New York (trading ores and non-ferrous metals); Ayrton & Partners Ltd, London (trading ores and non-ferrous metals); Roland Legierungsmetall, Oberhausen, Germany (recycling non-ferrous metals into bronze and gunmetal); H. A. Watson & Co Ltd†, Rotherham and Stourbridge (trading in metals and steel). **Branches:** Leopoldstrasse 16, Düsseldorf (Tel: 0211 36 20 01. Telx: 858 7452).

**Activities:** Import, export agencies and stockholding of non-ferrous metals, ferrous alloys and ores.

**Products handled:** Stainless steel in sheets, plates, bars and pipes. Also nickel based alloys, titanium, zirconium and tantalum.

**Hernball & Co, GmbH & Co KG**

**Head office:** Sandthorquai 5, D 2000 Hamburg 11. **Tel:** 040 364248. **Telex:** 02 13661. **Cables:** Hernballco Hamburg.

**Management:** Peter Mattlinger (owner). **Trading personnel:** Peter Schindler (prokurist), Rainer Wondracek (manager, steel imports), Jorg Plaggemeier (manager, South German office). **Established:** 1955. **Capital:** DM 100,000. **Ownership:** Peter Mattlinger (sole owner). Colormetall-Vertrieb GmbH (fully liable partner). **Subsidiary & associates:** Associated—Industrievertretungen Hernball KG, Hamburg (agents of several American, British and Swiss companies). **Branches:** Siemensring 40, D 6729 Rülzheim (Tel: 07272 13 30).

**Activities:** Import/export agency, no stocks of steel products.

**WEST GERMANY****Hernball & Co, GmbH & Co KG** (*continued*)

**Products handled:** Import of alloy billets, also laminations for transformers, chokes, and motors. Export of hot dipped galvanized steel sheets and coils, and organic coated steel sheets and coils (West German origin).

**Companies represented on agency basis:** Exclusive agents for West Germany and partly also for Austria and Switzerland—Hadfields Ltd, UK (alloy billets); Linton & Hirst Ltd, UK; Linton & Hirst Unilam SA, Belgium (electrical laminations).

**Bernd Hilgenberg, Edelstahl-Agentur**

**Head office:** Im Rosenhof 33, PO Box 160105, D 5630 Remscheid 16. **Tel:** 2191 32065. **Telex:** 8513863 hil d.

**Management:** Bernd Hilgenberg (managing director). **Trading personnel:** Hans-Joachim Beckers (sales manager). **Established:** 1973. **Capital:** DM 500,000.

**Ownership:** See management.

**Activities:** Import/export; stockist; export agency.

**Products handled:** Import/export for stainless steel and super alloys. Also stockist for bar and plate material in several super alloys; export agency for balls (ball valves) in super alloys and stainless steel. Areas covered: Germany, European countries, USA.

**Companies represented on agency basis:** Klaus Kuhn, Edelstahlgiesserei, Radevormwald, West Germany (spun-cast material in stainless steel and super alloys); Pass & Co, Siegen, West Germany (long welded pipes in stainless steel, heat resisting steel and super alloys); Spencer Clark Metal Industries Ltd, Sheffield, UK (rolled and forged bar-material, forgings in super alloys).

**C. Itoh & Co GmbH**

**Addresses:** Königsallee 21-3, PO Box 4507, D 4000 Düsseldorf (Tel: 0211 88 98 1. Telex: 08 581 971 citohco. Cables: Citoh Dusseldorf); Kurze Mühren 2, D 2000 Hamburg 1 (Tel: 040 339381. Telex: 2162327 cihh d. Cables: Citohco Hamburg).

**Itoman & Co GmbH**

**Address:** Worringer Strasse 1, D 4000 Düsseldorf. **Tel:** 353557. **Telex:** 41 8587359.

**Iwatani & Co Ltd**

**Address:** Altegasse 5, D 6000 Frankfurt am Main. **Tel:** 0611 295136-7. **Telex:** 414107 cragd.

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## WEST GERMANY

**JIS—Import Export Stahl & Eisen GmbH**

**Head office:** Bismarckstrasse 95, PO Box 4532, D 4000 Düsseldorf 1. **Tel:** 211 350824-5. **Telex:** 8587381. **Cables:** Jisimexsteel Dusseldorf.

**Management:** Klaus Bermann (managing director). **Trading personnel:** Gisela Ruschewitz (executive). **Established:** 1976. **Capital:** DM 300,000. **Ownership:** Private.

**Activities:** Import/export.

**Products handled:** Prime and secondary steel including stainless steel.

**A. Johnson & Co GmbH**

**Address:** Glockengiesserwall 17, D 2000 Hamburg 1. **Tel:** 040 32 99 1. **Telex:** 02 161046 ajc d. **Cables:** Johnsons.

**Management:** Managing directors—Per-Olof Pehlergård, Hans Bergström, P. Göran Ennerfelt, Bengt Hammar skiöld, Arne Haverdahl, Stig Plato. **Trading personnel:** Hans Peter Müller (department head, steel trade). **Established:** 1923. **Capital:** DM 2 million. **Subsidiary & associates:** A. Johnson & Co NV, Antwerp; A. Johnson & Co BVt, Zwijndrecht, Netherlands.

**Activities:** Import and export.

**Products handled:** Stainless steel sheets, plates and tubes. Also welding material.

**Companies represented on agency basis:** Avesta Jernverks AB, Sweden (stainless steel); Johnson Tube BV, Netherlands (stainless steel tubes). Market area covered: Germany.

**Members of:** Edelfahlhandels-Vereinigung.

**Kanematsu-Gosho GmbH**

**Head office:** Karl-Rudolf-Strasse 178, PO Box 4720, D 4000 Düsseldorf. **Tel:** 0211 38811. **Telex:** 08587994, 08587360. **Cables:** Kanegold.

**Branches:** Schmiede Strasse 2, D 2000 Hamburg 1 (Tel: 322091. Telex: 02162157. Cables: Kanegold).

**Kawasho International (Europe) GmbH**

**Address:** Pempelforter Strasse 45, D 4000 Düsseldorf. **Tel:** 211 360658-9. **Telex:** 8581360 kwtc d. **Cables:** Kawasho Dusseldorf.

**Kinsho-Mataichi Corp**

**Address:** Graf-Adolf-Strasse 59, D 4000 Düsseldorf. **Tel:** 370121. **Telex:** 0858 7982. **Cables:** Kinsho Dusseldorf.

**Management:** Kazuo Fujioka (manager), Yoshiaki Ohnuma (prokurist, ferro-alloys, etc.). **Trading personnel:** Yoshihiro Maesawa (salesman, titanium and stainless steel, etc.). **Established:** 1964. **Ownership:** Public company.

**Activities:** Import/export agency, no stocks carried.

**Products handled:** Alloy steel, tool steel, stainless steel, and mild steel (sheets, coils, strip, bars, pipes, tubes, wire rods, wire, fabricated products). Also ferro-alloys; manganese, chromium and silicon metals; ores and minerals; all kinds of scrap; fur/leather clothing; foodstuff; chemicals.

**Klöckner & Co**

**Head office:** Neudorfer Strasse 3-5, Klöcknerhaus, D 4100 Duisburg 1. **Tel:** 0203 181. **Telex:** 855 181. **Cables:** Klocksteel Duisburg.

**Management:** General management—Jörg A. Henle (chairman), Otmar Franz, Georges Grumieaux, C. Peter Henle, Karl A. Thoeke, Heinz Wolf. **Trading personnel:** Steel—Robert Krämer (managing director, steel international A), Axel Müller (deputy managing director, steel international A), Karl-Hans Seegers (managing director, steel



**WEST GERMANY****Klöckner & Co** (*continued*)

international B), Friedhelm Langhoff (deputy managing director, steel international B). **Established:** 1906. **Capital:** DM 464 million. **Ownership:** General partners—Jörg A. Henle, C. Peter Henle, Karl A. Thölke. Limited partners—Peter-Klöckner-Familienstiftung. **Subsidiary & associates:** Steel international—Klöckner Belge SA, Brussels; Buysmetal NV, Harelbeke, Belgium; SAR, Serive Acier Rhenan SA, Ottmarsheim, France; Klöckner Bibus AG, Zürich; Howard E. Perry Co Ltd, Willenhall, UK; Aribasteel Ltd, Dubai; Klöckner & Co Stahlhandels Ges.mmbH, Vienna; Namasco Ltd, Windsor, Burlington and Winnipeg, Canada; Namasco Inc, Detroit; Klöckner Nippon Ltd, Tokyo; Klöckner Singapore Pte Ltd; Klöckner Thailand Ltd, Bangkok. **Branches:** Steel domestic—Berlin, Bielefeld, Bremen, Dortmund, Düsseldorf, Duisburg, Frankfurt, Freiburg, Freilassing, Hagen, Hamburg, Kassel, Cologne, Hanover, Mannheim, Munich, Nuremberg, Osnabrück, Regensburg, Remscheid, Saarbrücken, Siegen, Stuttgart, Würzburg.

**Activities:** International steel trade; warehousing, steel processing and steel service centre activities.

**Products handled:** Steel—semi-finished products, bars, high grade steel, high quality structural steel, bright steel, high grade stainless steel, special sections, profiled steel, special double tees, concrete reinforcing steel bars, steel fabric for reinforced concrete, wire rods, wire and wire products, HR wide strip, HR and CR strip, sheets and strip for the electrical industry, slit strip, medium and heavy plates, thin plate, superfine sheets and tinplate, galvanized sheet metal, pipes and tubes and fittings, railtrack material, workshop products, forgings, plastics.

**Companies represented on agency basis:** Various steel mills, but mainly Klöckner-Werke AG, West Germany.

**Members of:** Bundesverband Deutscher Stahlhandel e.V., Steel Service Center Institute, National Assn. of Steel Stockholders, Canadian Steel Service Center Institute.

**Ernst Komrowski & Co**

**Head office:** Kattrepel 2, Montanhof, D 2000 Hamburg 1. **Tel:** 32 931. **Telex:** 216 24 25. **Cables:** Komexport.

**Management:** Ernst-Peter Komrowski (senior executive partner), Hans Korsing (managing director). **Established:** 1912. **Ownership:** Private. **Subsidiary & associates:** Subsidiaries, associates and agencies in Europe and overseas countries.

**Activities:** Import, export, transit and stockholders.

**Products handled:** Iron and steel products of all kinds. Also chemicals, machinery and industrial plants.

**Korf Industrie und Handel GmbH & Co KG**

**Head office:** Moltkestrasse 15, D 7570 Baden-Baden. **Tel:** 07221 2701. **Telex:** 0781171-2. **Cables:** Korf Baden Baden.

**Management:** Willy Korf (president), Hellmut Schulte-Derne. **Trading personnel:** Karlheinz Bernhardt (scrap), Josef Dewald (rebars), Heinrich Heuser (wire products), Peter Lietz (wire rods and export), Hanns-Joachim Pape (billets). **Established:** 1959. **Capital:** DM 50 million. **Ownership:** Willy Korf (93%).

**Activities:** Import/export agency.

**Products handled:** Wire rods, wire products, rebars, billets, scrap.

**Krupp Handel GmbH/Krupp Stahlexport und Anlagentechnik**

**Head office:** Karl-Arnold-Platz 3, PO Box 4909, D 4000 Düsseldorf. **Tel:** 02 11 45 76-1. **Telex:** 858 34 0 ksd d. **Cables:** Kruppstahl Dusseldorf.

**Management:** Wolfgang Fosshag, Jürgen Naumann, Friedrich Schily (managing directors). **Trading personnel:** Heinrich Jansen (sales director, pipes and tubes, rails, sheet piling), Heinrich Schelte (sales director, rolled steel products to European non-EG-countries, Near East, Africa), Gerhard Zilch (sales director, rolled steel

## WEST GERMANY

**Krupp Handel GmbH/Krupp Stahllexport und Anlagentechnik** (continued)

products to USA, South America, Comecon and Far East), Willi Plömacher (head of department stainless steel), Herbert Beuscher and Jürgen Kedzierski (industrial plants). **Established:** 1811. **Ownership:** Fried. Krupp GmbH, West Germany.

**Subsidiary & associates:** Krupp Steel Products Inc†, Houston, TX; Diversified Steel Services Inc, Tampa, FL; Fortuna Specialty Steel Corp, Northbrook, IL; Aceros Fortuna SA†, Mexico; Aceros Fortuna SA†, Buenos Aires.

**Activities:** Export.

**Products handled:** Steel sections and flat rolled products in commercial, high quality and alloy steel. Also planning, delivering and erecting of industrial plants for light and medium industries.

**Members of:** Düsseldorfer Kreis der Walzstahlexporteure.

**Wilhelm Leber & Co GmbH**

**Head office:** Mollstrasse 49a, Postfach 1416, D 6800 Mannheim 1. **Tel:** 0621 447093. **Telex:** 0463220. **Cables:** Eisenleber.

**Management:** Hermann Hornauer (owner and managing director), Hans-Jürgen Hartmann (deputy). **Trading personnel:** Wolfgang Trunk and Walter Overhoff.

**Established:** 1951. **Subsidiary & associates:** Wilhelm Leber (Steel) Ltd, London.

**Branches:** Dal Molin (representative), Milan, Italy.

**Activities:** Import/export.

**Products handled:** All rolled steel products (primes and seconds).

**Hans C. Lötscher GmbH**

**Head office:** Jägerhofstrasse 12, D 4000 Düsseldorf. **Tel:** 0211 48 45 12. **Telex:** 08584707. **Cables:** Reliance.

**Management:** Hans. C. Lötscher (chairman), Gerald James and Geoffrey Plant (joint managing directors). **Trading personnel:** Adrian Yendell (manager). **Established:** 1965. **Ownership:** See management. **Branches:** Woo Sung & Co (Hans C. Lötscher, Seoul Office), Room 706, New Korea Building, 192-11 1-ka Ulchi-ro, Chung Ku, Seoul, South Korea.

**Activities:** International steel traders.

**Products handled:** Slabs, blooms, HR and CR coil, wire rods, steel billets, sections, reinforcing bars, plates, API casing and line pipe, stainless and special steels.

**Companies represented on agency basis:** Republic Steel Corp, USA (all products but mainly speciality stainless steel items for West Germany).

**Members of:** International Steel Trade Assn.

**Mannesmann Handel AG**

**Head office:** Niederkasseler Lohweg 20, D 4000 Düsseldorf 11.

For further details see **Late Notes**.

**Marubeni Deutschland GmbH**

**Head office:** Deutsch Japanisches Center, Immermannstrasse 43-5, D 4000 Düsseldorf. **Tel:** 0211 36 71 1. **Telex:** 0858 1920. **Cables:** Marubeni Dusseldorf.

**Management:** President—Hideo Mizumoto; vice presidents—Yozo Yamagata, Tomohiko Sato, Shigeaki Narita, Yusuke Hosaka. **Trading personnel:** Shigeaki Narita, Tatsuro Iijima, Osami Suzuki. **Established:** 1955. **Capital:** DM 23 million.

**Ownership:** Marubeni Corp†, Japan. Marubeni Europa BV, Netherlands. **Branches:** Finlandhaus 41-3, D 2000 Hamburg 36 (Tel: 040 35 13 91. Telex: 0212 772. Cables: Marubeni Hamburg); Prinzregentenstrasse 52, D 8000 Munich 22 (Tel: 089 221 603,

**WEST GERMANY****Marubeni Deutschland GmbH** (*continued*)

089 221 604); Börsenstrasse 26, CH 8022 Zürich, Switzerland (Tel: 01 211 82 25, 01 211 38 58-9. Cables: Marubeni Zurich).

**Activities:** Worldwide trade, mainly European countries including Eastern Europe.

**Products handled:** All kinds of iron and steel. Also raw materials, non-ferrous metals, machinery, textiles, general merchandise, chemical products and petroleum.

**Metal Traders Stahlhandels GmbH**

**Addresses:** Stuttgart—Königstrasse 68, D 7000 Stuttgart 1. Tel: 0711 221564. Telex: 07 21 702 metst d. Düsseldorf—Rolandstrasse 44, D 4000 Düsseldorf 30. Tel: 0211 450791. Telex: 08 582 030. Cables: Mettrader Dusseldorf.

**Management:** Manfred Neufeld (managing director). **Trading personnel:** Erwin Thieleke (sales manager). **Established:** 1979.

**Products handled:** Prime choice HR plates and sheets, CR sheets, HR and CR coils, galvanized sheets and coils, wire rods, billets, merchant bars, reinforcing round bars as well as all second choice steel and re-rollable material.

**Metall-Chemie Handelsgesellschaft mbH & Co**

**Head office:** Heilwigstrasse 142, PO Box 20 02 27, D 2000 Hamburg 20. **Tel:** 0049 40 46 62 1. **Telex:** 212 199 mchh d, 214 976 mchh d. **Cables:** Metallchemie.

**Management:** Directors, Hamburg—Dr. Hecker, A. Söhlke, Mr. von Staden, Mr. Valerio; director, Cologne—Mr. Preller. **Trading personnel:** Sales Departments—iron, steel, ferro-alloys and titanium; non-ferrous metals (branch office, Cologne); chemicals; refractories; industrial equipment and machinery. **Established:** 1949. **Capital:** DM 2,700,000. **Ownership:** Deutsche Handels-Cie mbH, West Germany; Hans Söhlke;

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Telex: 212 199

## WEST GERMANY

**Metall-Chemie Handelsgesellschaft mbH & Co** (continued)

Katrin Söhlke. **Subsidiary & associates:** Metall-Chemie (Holland) NV, Rotterdam (specialises in tin); Dekor-Kunststoffe GmbH & Co KG, Bad Berleburg, West Germany. **Branches:** Hohenstauffenring 43, Postfach 270465, D 5000 Cologne 1.

**Activities:** Mainly imports on basis of exclusive sole agencies for the Common Market. Also exports on basis of exclusive agencies. For items outside agencies' range, normal trade.

**Products handled:** Speciality—high quality steel and alloy steel wires. Hot and cold steel products, and especially drawn wire and bars, CR strip in mild steel, carbon and stainless steel; iron and steel seconds. Also titanium cold drawn wire and bars, tubes. Main areas covered: Common Market (especially West Germany and Berlin), German speaking countries, South America.

**Companies represented on agency basis:** Including Acciaierie e Ferriere Lombarde Falck SpA, Italy (spring steel wire); Industrie Pirelli SpA, Italy (hose armouring wire); Sté des Tréfileries et Câbleries Chiers-Gorcy, France (stainless steel bars); Industrie Leghe Metalliche SpA, Italy (round and flat tinned, coppered, galvanized bright, carbon and stainless steel cold drawn wire); Metalmanzoni SpA, Italy (mild, carbon and light alloy cold drawn steel strip). Market areas covered: West Germany and Berlin.

**Members of:** Verein Deutscher Metallhändler e.V., Wirtschaftsvereinigung Gross- und Aussenhandel Hamburg e.V.

**Metallinox Handelsgesellschaft mbH**

**Head office:** Krefelderstrasse 66, D 4040 Neuss. **Tel:** 02101 23071. **Telex:** 08517445 inox d. **Cables:** Metallinox Neuss.

**Management:** Walter Eichholzer (managing director). **Trading personnel:** Paul Fleck (sales manager, southern part of West Germany), Hans-Jürgen Meyer (sales manager, northern part of West Germany), Klaus-Jürgen Kebbel (export manager). **Established:** 1978. **Capital:** DM 100,000 (expected increase for 1980 to DM 1 million).

**Ownership:** Terninoss SpA, Italy. **Subsidiary & associates:** Associated—Intersteel SA†, Clichy, France (responsible for France, Belgium, Spain).

**Activities:** Import/export; stocks carried (stainless sheets and strip).

**Products handled:** Stainless steel sheets and plates, stainless steel tubes and pipes, CR stainless steel and non-ferrous alloys in thin gauges, press plates for plastic laminate manufacturing. Areas covered: West Germany, Austria, Denmark, Luxembourg, Netherlands.

**Companies represented on agency basis:** Terninoss Acciai Inossidabili SpA, Italy; IIta —Industria Lavorazione Tubi Acciaio, Italy; Sesa SpA, Italy; Somers Thin Strip, USA.

**Metals & Mining (Deutschland) GmbH**

**Head office:** Cecilienallee 21, D 4000 Düsseldorf 30. **Tel:** 0211 45 06 13. **Telex:** 0858 4635 mam d.

**Management:** J. Sussmann and D. F. Strathmann (managers). **Trading personnel:** Miss J. Liesenfeld and R. Schleenbecker (sales). **Established:** 1975. **Capital:** DM 20,000. **Ownership:** Metals & Mining AG†, Switzerland.

**Activities:** Import, export, stockists, recyclers.

**Products handled:** Alloy steel; also metals, ferro-alloys, alloy steel scrap, graphite, ores, minerals, metal scrap, nickel-chrome castings, furnace fixtures for heat treatment furnaces.

**Mitsubishi International GmbH**

**Address:** Ratinger Strasse 45, D 4000 Düsseldorf. **Tel:** 0211 8385 1. **Telex:** 08581311. **Cables:** Mitsubishi Düsseldorf.

**Management:** K. Yasuda (general manager). **Branches:** Hamburger Strasse 11, Hamburg 76 (Tel: 040 22934 1. Telex: 021 3268. Cables: Mitsubishi Hamburg. **Management:** S. Nishiyama, general manager).



**WEST GERMANY****Mitsui & Co Europe GmbH**

**Address:** Königsallee 92a, D 4000 Düsseldorf 1 (Tel: 87981. Telex: 8582081. Cables: Mitsui Dusseldorf).

**Mona Metals GmbH, Export und Import**

**Head office:** Immermannstrasse 13, D 4000 Düsseldorf 1. **Tel:** 0211 36 08 68. **Telex:** 8587478 mon d. **Cables:** Monelmet Dusseldorf.

**Management:** A. C. Czajkowski (managing director), Zygmunt M. Szymanski (export/import manager, trader), Rolf Brockhaus (sales manager, trader). **Established:** 1963.

**Activities:** International traders, works agents.

**Products handled:** Semi-finished products, flat rolled products, reinforcing bars, merchant bars, wire rods, pig iron, tool steel (bars and sheets), CR steel strip and seamless steel tubes, stainless steel, high speed steel (bars and sheets). Areas covered: E. and W. Europe (especially W. Germany), Middle and Far East, S. America.

**Deutsche Nichimen GmbH**

**Address:** Klosterstrasse 30, D 4000 Düsseldorf. **Tel:** 356051. **Telex:** 8587989, 8587539. **Cables:** Nichimen Dusseldorf.

**Deutsche Nissho-Iwai GmbH**

**Addresses:** Spalding Strasse 70, Brewo Haus, D 2000 Hamburg 1 (Tel: 040 24 19 01-8. Telex: 2162623-6 nic d. Cables: Nisshoiwai Hamburg). Immermannstrasse 10, D 4000 Düsseldorf (Tel: 0211 353485. Telex: 8582360. Cables: Nisshoiwai Dusseldorf).

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## WEST GERMANY

**Deutsche Nomura Trading GmbH**

**Address:** Jungfernstieg 38, Hamburg 36. **Tel:** 34 20 74, 34 53 40, 34 03 94. **Telex:** 215306 nomura d. **Cables:** Shinorep Hamburg.

**Norsk Jernverk (BRD) GmbH**

**Address:** Hans-Böckler-Platz 1, D 4330 Mülheim (Ruhr). **Tel:** 2133 34026 and 34027. **Telex:** 856570 jverk d.

**Management:** B. v. Borries (manager). **Established:** 1972. **Capital:** DM 20,000.

**Ownership:** A/S Norsk Jernverk, Norway. Per Blidensol, Norway.

**Activities:** Import/export agency.

**Products handled:** Iron and steel products produced by A/S Norsk Jernverk. Main areas covered: Germany and export markets.

**Okaya Europe GmbH**

**Address:** Königsallee 88, D 4000 Düsseldorf 1. **Tel:** 329180-9. **Telex:** 8587484.

**Cables:** Okayasteel Düsseldorf.

**Activities:** Export/import.

**Okura & Co GmbH**

**Address:** Kreuz Strasse 20, D 4000 Düsseldorf 1. **Tel:** 0211 365066-8. **Telex:** 8582102. **Cables:** Okura Düsseldorf.

**Peiner Stahlexport GmbH**

**Head office:** Jägerstrasse 6, Postfach 1640, D 3150 Peine. **Tel:** 5 20 21. **Telex:** 92 607. **Cables:** Peinesteel.

**Management:** Feodor Mattstedt. **Trading personnel:** Horst Pahlmann (responsible for Scandinavia), Klaus Bosum (North Africa), Horst Santen (Central America, Middle East), Werner Keunecke (USA, German exporters). **Established:** 1960. **Capital:** DM 300,000. **Ownership:** Salzgitter Stahl GmbH, West Germany.

**Activities:** Export.

**Products handled:** All rolled steel products.

**Primary Industries Trading GmbH**

**Head office:** Kasernenstrasse 24, D 4000 Düsseldorf 1. **Tel:** 0211 80411. **Telex:** 8587155 pri d. **Cables:** Primary.

**Management:** Bernd Graf (president), Otto Weckmann (executive vice president), Brian B. Pritchard (director). **Trading personnel:** Vice presidents—Peter Westphal (aluminium), Bodo Bergmann (nickel), Dieter Backhaus (steel). **Established:** 1974 (succeeding Primexin, established 1967). **Capital:** DM 1 million. **Ownership:** Primary Industries Corp†, USA.

**Activities:** International trading, mostly as principal, occasionally as agent, worldwide.

**Products handled:** HR and CR coil, CR strip, galvanized sheets, CR sheets, joists, channels, plates, billets, wire rods. Also aluminium, nickel, titanium, silicon and other major non-ferrous metals, titanium scrap.

**Prometal Traders GmbH**

**Address:** Rolandstrasse 44, D 4000 Düsseldorf 30.

**Activities:** General steel trading.

## WEST GERMANY

**Michael Renka GmbH**

**Head office:** Kasernenstrasse 20, D 4000 Düsseldorf 1. **Tel:** 0211 32 42 32. **Telex:** 0858 8384 renk d. **Cables:** Renkastahl.

**Management:** Michael Renka (manager). **Established:** 1977. **Capital:** DM 20,000. **Ownership:** See management.

**Activities:** Export of all steel products prime and seconds.

**Products handled:** Billets, wire rods, reinforcing bars and all other steel products.

**Rheineisen Eisengrosshandlung GmbH**

**Head office:** Schlüterstrasse 9, PO Box 230129, D 4000 Düsseldorf 1. **Tel:** 211 666021. **Telex:** 8586750. **Cables:** Eisenvertrieb Dusseldorf.

**Management:** Directors—Juergen Tigler (managing), Siegfward Arnolds. **Trading personnel:** S. Arnolds (home sales flat rolled products), E. D. Bludau (home sales structural steel), P. H. Hoeck (export sales). **Established:** 1919. **Capital:** DM 2 million.

**Ownership:** Private.

**Activities:** Export/import; stockholder with processing facilities.

**Products handled:** CR sheets and coils, galvanized sheets and coils, slit coil, fine tolerance blanks, wide flange beams, joists and channels, especially St 52-3 (grade 50 B).

**Members of:** Bundesverband Deutscher Stahlhandel e.V.

**Rheinischer Erz- und Metallhandel GmbH**

**Head office:** Unter Sachsenhausen 37, D 5000 Cologne 1 (Postfach 10 1590, D 5 Cologne 1). **Tel:** 13 30 81. **Telex:** 888 1541 eme d.

**Established:** 1903. **Ownership:** Asoma—The Lissauer Group.

**Activities:** General traders in steel, steel scrap, pig iron, ferrous and non-ferrous ores and concentrates, standard and high temperature alloys, major and minor metals, chemicals, etc.

**Products handled:** Steel semis, HR and CR products, galvanized coils and sheets, cold formed profiles, seamless and welded pipes.

**Röchling-Stahlexport GmbH**

**Head office:** Kasernenstrasse 1-9, PO Box 6809, D 4000 Düsseldorf 1. **Tel:** 87771. **Telex:** 8582891. **Cables:** Röchlingexport Dusseldorf.

**Management:** H. J. Schwepcke and H. Martini (managing directors). **Trading personnel:** K. Böcker (sales director), W. Berger (export manager, mild steels and wire rod), H. G. Henseler (export manager, forgings, CR strip, carbide metals, CR sections), R. Pahlings (export manager, special steels). **Established:** 1966. **Ownership:** Wholly-owned subsidiary of Stahlwerke Röchling-Burbach GmbH, West Germany. **Subsidiary & associates:** Röchling Steel Inc, Whitestone, USA. **Branches:** Representatives and/or delegates worldwide.

**Activities:** Export.

**Products handled:** Special steels—high speed steels, hot work steels, cold work steels, carbon tool steels, special purpose tool steels, die steels; structural steels—case hardening steels, heat treatment steels, cold heading steels, surface hardening steels, nitriding steels, high temperature steels, spring steels, bearing steels, high strength steels; non magnetic steels; wire products; hot and cold finished strip; carbide material; open die and hammer forgings; joists, channels, beams, rebars, merchant bars, wire rod, tubes and all other mild steel products.

**Members of:** Wirtschaftsvereinigung Eisen- und Stahl (Walz- und Edelstahlvereinigung).

**Salzgitter Stahl GmbH**

**Head office:** Salzgitter Haus, Schwannstrasse 12, D 4000 Düsseldorf 30. **Tel:** 0211 43001. **Telex:** 858 1457 sth d. **Cables:** Sagstahlexport Dusseldorf.

## WEST GERMANY

**Salzgitter Stahl GmbH** (continued)

**Management:** Executive board directors—Juergen Meyer (chairman), Klaus Huetwohl, Martin Lengfeld, Heinz Montanus, Gehard Stich. **Trading personnel:** Directors—Klaus Heller (East Europe, Middle and Far East, and central department China, electrical steel, plastic coated steel, rails, bright bars, all countries), Klaus Sasse (Comecon), Detlef Blanck (EEC, West Europe, Africa, Israel), Werner Schnorbusch (North America, Norway, shipbuilding Scandinavia), Albrecht von Schmieden (Latin America), Peter Wellershaus (pipe, offshore, wire, all countries), Reinhard Runkel (general trade). **Established:** 1938. **Capital:** DM 46 million. **Ownership:** Stahlwerke Peine-Salzgitter AG, West Germany. **Subsidiary & associates:** Steel trading—Salzgitter Belgique Sprl, Brussels; Salzgitter (London) Ltd, London; Salzgitter Italiana Srl, Milan; Salzgitter Stahl GmbH, Vienna; Salzgitter France SA, St. Mandé; Salzgitter (West Africa) Ltd, Lagos, Nigeria; Salzgitter de Mexico SA de CV, Mexico; Salzgitter Española SA, Madrid. Offices—Atlanta, USA; Zagreb, Yugoslavia; Hong Kong; Baghdad, Iraq; Moscow; Tehran. Warehouses and processing companies of the Salzgitter group—Feralloy Corp, Chicago and Delta Steel Inc, Houston, USA. Subsidiaries and associated companies in Germany—Peiner Stahllexport GmbH, Peine; Stahlhandel Peine-Salzgitter, Berlin, Hamburg, Langenhagen, Gladbeck, Mannheim, Plochingen, Fuerth and Munich.

**Activities:** Export, directly and through foreign subsidiaries and associated companies. Domestic trading and stockholding by German subsidiaries.

**Products handled:** Pig iron, semis, rails and accessories, beams, channels, WF beams, sheet piling, merchant bars, rebars, wire rods, steel strip, plates, universal mill plates, coils and sheets (CR, HR, galvanized), alloy steel, bright drawn bars, wire and wire products, electrical steel sheets, plastic coated coils and sheets, tubes and pipes (seamless and welded for all purposes), offshore material. Technical division—planning, supply and financing of complete plants, machinery and equipment for the industry.

**Members of:** Bundesverband Deutscher Stahlhandel e.V.

**Sammisa Co Ltd**

**Address:** Am Seestern 24, D 4000 Düsseldorf. **Tel:** 211 59 30 57-8. **Telex:** 8586904 sam dd.

**Sandvik GmbH**

**Head office:** Heerdter Landstrasse 229-233, D 4000 Düsseldorf 11. **Tel:** 0211 50271. **Telex:** 8 584 325 (admin.), 8 584 013 (dep. steel). **Cables:** Svd.

**Management:** Ingemar Kallenbach (managing director), Götz Herberg (manager, steel department). **Established:** 1929. **Capital:** DM 28 million. **Ownership:** Sandvik AB, Sweden.

**Activities:** Traders in stainless steel products. Producers of welded tubes and fittings.

**Products handled:** Welded and seamless stainless steel tubes, alloy and carbon strip, alloy and carbon spring wire, magnetic materials, welding wire, nuclear industry steels and metals, etc.

**Members of:** Wirtschaftsverband Eisen, Blech und Metallverarbeitende Industrie e.V.

**Scandia Steel GmbH**

**Head office:** Mörsenbroicher Weg 200, D 4000 Düsseldorf 30. **Tel:** 0211 62 66 21. **Telex:** 8 584 688.

**Management:** Gudmar Säljemar (managing director). **Trading personnel:** Steel products—Gudmar Säljemar, Claus von Issendorff, Günter Bertges; profiled building sheets—Peter Schmidt. **Established:** 1965. **Capital:** DM 100,000. **Ownership:** SSAB, Svenskt Stal AB, Sweden. **Subsidiary & associates:** Scandia Steel GmbH, Hamburg (shipbuilding materials, e.g. heavy plates, profiles, anchor chains).

**Activities:** Sales company for West Germany and the Netherlands for products from SSAB, Svenskt Stal. Stocks in Krefeld of abrasion resistant and EHS heavy plates.



**WEST GERMANY****Scandia Steel GmbH** (*continued*)

**Products handled:** HR flat products (heavy plates, coils and sheets), CR flat products (sheets, galvanized sheets, Roloc sheets), profiled building sheets, long products (beams and channels, flats and universals), prefinished products (cutting of heavy plates).

**Scheer-Hennings GmbH**

**Head office:** Wilhelm-Keimstrasse 4, Postfach 369, D 8022 Grünwald. **Tel:** 089 641 001-4. **Telex:** 05 29970 shaf.

**Management:** Reinhard Scheer-Hennings (Geschäftsführer), Thérèse Scheer-Hennings (Geschäftsführerin). **Trading personnel:** Horst Gibisch (metals division), Rita Grüner (tubular division). **Established:** 1971. **Capital:** DM 200,000.

**Ownership:** Scheer-Hennings GmbH & Co Stahlhandel KG. **Subsidiary & associates:** AFV Stahl-Vertriebsgesellschaft mbH, Grünwald (sales organisation for Acciaierie e Ferriere Vicentine Beltrame SpA), Grünwalder Stahlhandelsoges. mbH, Grünwald (exporters and importers of scrap and other raw materials for the steel industry).

**Activities:** Import/export agency; no stocks carried.

**Products handled:** Welded rectangular and round steel tubing. Also extruded and cold drawn aluminium and brass bars, aluminium tubing, brass stampings, light alloy castings.

**Companies represented on agency basis:** Including Ispa Tubi Acciao SpA, Italy covering Germany and Austria.

**Wilhelm Schröder OHG**

**Head office:** Hermann-Löns-Strasse 43, PO Box 71 83 60, D 5000 Cologne 71. **Tel:** 0221 590 10 36. **Telex:** 8881658. **Cables:** Exportschroder.

**Management:** Wilhelm Schröder and Mrs. Gisela Schröder (principals). **Trading personnel:** Ingo Schröder Jr. (confidential clerk). **Established:** 1955. **Ownership:** Mr & Mrs. Schröder (50% each). **Subsidiary & associates:** Wilhelm Schröder (steel strip service centre), Hagen, West Germany (slitting, straightening and cutting as well as custom working of small and wide coils up to 25 tons. Export handled through Cologne office).

**Activities:** Export and transit.

**Products handled:** All types of seamless and welded tubes, CR sheets and strip, semis, rebars, sections, wire rods, wire. Also ferro-alloys, non-ferrous metals of any kind and shape, industrial chemicals and machinery. Areas covered: Specialises in Near and Middle East with agencies in all main cities.

**Members of:** Economical Union of Wholesalers & Exports, German Union of Exports.

**SEM Stahl-Eisen-Maschinen**

**Hamburg office:** Steindamm 52, Postfach 10 55 23, D 2000 Hamburg 1. **Tel:** 28 60 1. **Telex:** 216 27 37-8. **Cables:** Semibo.

**Management:** Iwan Boyadjiew and Karl-Heinz Springer (directors). **Trading personnel:** C. Seibt, U. Sutholt. **Established:** 1951. **Ownership:** Private. **Subsidiary & associates:** SEM Stahl-Eisen-Maschinen, Düsseldorf (see below); SEM Italiana SpA, Milan; SEM Steels (Nigeria) Ltd, Lagos; SEM-EDO Wire Industries, Benin City, Nigeria; Imsidex SA, Madrid; Imsidex AG, Zürich; Ferrostabia, Naples, Italy.

**Activities:** Import and export of iron and steel products.

**Products handled:** Ingots, billets and slabs, reinforcing bars, wire rods, welded mesh, HR and CR flat products in sheets and coil, plates, sections (angles, channels, joists, beams, etc.), pipes, pig iron, sponge iron.

**Companies represented on agency basis:** Siderúrgica Sevillana, Spain. Market area covered: EEC.

**Düsseldorf office:** Poststrasse 12, D 4000 Düsseldorf. **Tel:** 32 05 37. **Telex:** 858

## WEST GERMANY

**SEM Stahl-Eisen-Maschinen** (*continued*)

**8186. Cables:** Semibo.

**Management:** W. Koppitz. **Established:** 1974. **Ownership:** Private. **Subsidiary & associates:** See above.

**Activities:** Import and export of iron and steel products.

**Products handled:** Ingots, billets, slabs, reinforcing bars, wire rods, welded mesh, HR and CR flat products in sheets and coil, plates, sections (angles, channels, joists, beams, etc.), pipes, pig iron, sponge iron.

**Companies represented on agency basis:** Siderúrgica Sevillana, Spain. Market area covered: EEC.

**S&H Metal Traders GmbH**

**Head office:** 44 Rolandstrasse, PO Box 320964, D 4000 Düsseldorf. **Tel:** 450791.

**Telex:** 08582030. **Cables:** Metrader Dusseldorf.

**Management:** Volker Heinen and Klaus Schmickler (managing directors), Hans Klinkenberg (finance director). **Trading personnel:** Klaus Vogel (commercial department), Peter Busch (shipping department). **Established:** 1978. **Capital:** DM 1 million.

**Ownership:** Volker Heinen and Klaus Schmickler. **Subsidiary & associates:** S&H Metal Traders (France) Sarl, Paris; Metal Traders Stahlhandel GmbH, Stuttgart.

**Activities:** Worldwide export and import—buying and selling, not acting as agents. Main areas of trading are Eastern Europe, Western Europe, East Asia, Africa and South America. Transit stockholding in Hamburg and Antwerp.

**Products handled:** Primary and second choice rolled steel, mainly in commercial qualities—HR and CR plates and sheets, HR/CR coils, wire rods, reinforcing bars, billets, blooms and slabs, merchants bars and galvanized material as well as all kinds of rollable material.

**Deutsche Siderexport GmbH**—see Siderexport SpA, Italy**SKF Stahl-Maschinen-Werkzeuge GmbH**

**Head office:** Am Tönisberg 6, Postfach, D 4006 Erkrath 1. **Tel:** 0211 25041. **Telex:** 41 8582526.

**Management:** Dieter Porr (managing director). **Trading personnel:** Managers—Hans Rihmland (steel sales), Werner Stampehl (marketing, planning), Mats Christenson (tool sales). **Established:** 1954. **Capital:** DM 7,200,000. **Ownership:** AB SKF, Sweden. **Branches:** Löwentorstrasse 68, Postfach 500 640, D 7000 Stuttgart (Tel: 0711 8959-2609-10).

**Activities:** Import; central stock in Erkrath.

**Products handled:** Special steels—tubes, rings, bars, wire rod, drawn wire. Also machine tools (grinding machines), tools (twist drills, taps, cutters and others) and accessories.

**Companies represented on agency basis:** Including SKF Steel, Sweden (tubes, rings, bars, wire rod, drawn wire); von Moos Stahl AG, Switzerland (high tensile drawn steel bars).

**Stalco-Trading GmbH**

**Head office:** 1 Emanuel Leutze Strasse, D 4000 Düsseldorf 11. **Tel:** 211 592021-4.

**Telex:** 8582131 stme.

**Established:** 1968.

**Products handled:** Including carbon, alloy and stainless steels; special casting and foundry alloys for aircraft industries.

**DO NOT FORGET** to look in Late Notes for late entries and amendments.

## WEST GERMANY

**Stappert Spezial-Stahl Handel GmbH**

**Head office:** Floss-Strasse 3, D 4000 Düsseldorf 1. **Tel:** 0211 30161. **Telex:** 8587201.

**Management:** J. D. Champalbert, H. O. Stappert, T. Bittner, R. Jedamzik. **Established:** 1910. **Capital:** DM 16 million. **Ownership:** Creusot-Loire SA†, France.

**Subsidiary & associates:** Creusot-Loire GmbH†, Düsseldorf (imports of steel bars produced by Creusot-Loire SA, France); Intramet SA†, Belgium (trader and stockholder of steels); Creusot-Loire Staal BV, Netherlands; Fleischmann Ges.mBH, Vienna.

**Branches:** Im Ostfeld, D 5840 Schwerte 3 (branch manager K. J. Neumann); Industriestrasse 8, D 2084 Rellingen 2 (branch manager H. J. Zinn); Hanauer Landstrasse 497, D 6000 Frankfurt 61 (branch manager H. Röwenstrunk); Türkisweg 5, D 4044 Kaarst 2 (branch manager H. Hellings); Joseph-Beyerle-Strasse 13, D 7252 Weil der Stadt (branch manager G. Frieze).

**Activities:** Trading and stockholding of steels for mechanical engineering, stainless and heat resisting steels.

**Products handled:** Carbon and alloy steels for mechanical engineering, abrasion resistant heavy plates; stainless and heat resisting steels—HR bars, rounds, squares, hexagons, flats, universals, channels, tees, double tees, unequal and equal angles, hollow bars, HR plates, bright steel bars, and stainless steels for severe corrosion.

**Companies represented on agency basis:** Creusot-Loire SA†, France (stainless steel flat bars).

**Members of:** Edelstahlhandels-Vereinigung, Bundesverband Deutscher Stahlhandel e.V.

**Starckjohann Deutschland GmbH**—see Oy Starckjohann & Co Ab, Finland

**Stinnes AG**

**Address:** Humboldttring 15, D 4330 Mülheim/Ruhr 12. **Tel:** 208 4941. **Telex:** 8563810 sti d. **Cables:** Stinnesag Mulheim.

**Sumitomo Deutschland GmbH**

**Head office:** Georg-Glock-Strasse 14, D 4000 Düsseldorf 30. **Tel:** 45 70 1. **Telex:** 08 584 119.

**Management:** M. Suzuki (president), H. Ashida (general manager, steel division), S. Takahashi (manager, rolled steel department), T. Aizawa (manager, tube department).

**Trading personnel:** K. Ishimoto and K. Kämper (tubular products department), H. Thoennessen (rolled steel department, steel division). **Established:** 1958. **Capital:** DM 3,600,000. **Ownership:** Wholly-owned subsidiary of Sumitomo Corp†, Japan.

**Branches:** Sumitomo Corp has 120 branches located in 80 countries.

**Activities:** Import, export, multilateral trade.

**COLDROLLED STEEL STRIP  
BRIGHT BARS INCL. FLATS  
HOTROLLED or FORGED BARS**

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## WEST GERMANY

**Technometall GmbH**—see Tehnometal-Makedonija, Yugoslavia

## T+E Spezial Metall

**Head office:** Colonnaden 72, D 2000 Hamburg 36. **Tel:** 040 35 14 61. **Telex:** 212755 tsm. **Cables:** Specialmet.

**Management:** G. Tietjen (general manager), Peter Eichmann (manager). **Trading personnel:** P. Eichmann (China, Rumania, Turkey), K. Tuchlinski (China, Rumania, Turkey), M. Adomeit (Australia, New Zealand, Scandinavia). **Established:** 1977.

**Capital:** DM 520,000. **Ownership:** Gerda Tietjen and Hans-Joachim Eichmann.

**Activities:** Export/import.

**Products handled:** CR steel strip, total range of sizes, qualities, finished from low carbon up to and including high speed steel, also hardened and tempered; bright drawn steel; special steels, forged, rolled or bright finished; speciality steels.

## Thyssen Stahlunion GmbH

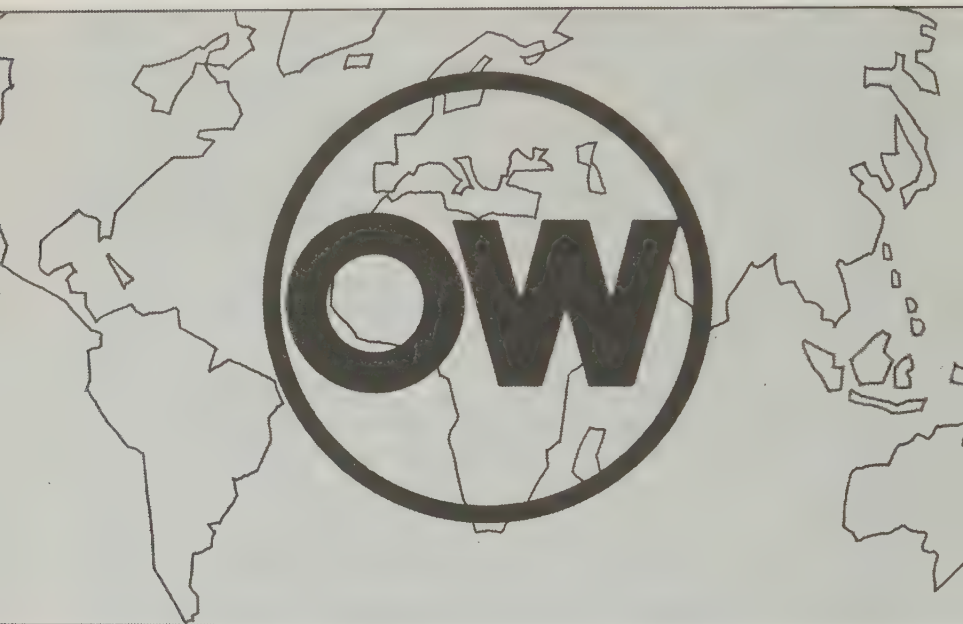
**Head office:** August-Thyssen-Strasse 1, PO Box 11 46, D 4000 Düsseldorf 1. **Tel:** 211 824 1. **Telex:** 85854 0 ts d. **Cables:** Stahlunion.

**Management:** Executive board—Josef von Riederer (speaker), Heinz Diekmann, Heinrich Kersten. **Trading personnel:** Steel departments in Düsseldorf—Mr. Sohn (sections and semi-finished products), Mr. Schmidt (sheets), Mr. Neeser (medium and heavy plates), Mr. Lützel (HR strip), Mr. Mocken (alloy and special steels), Mr. Dietz (wire), Mr. Broich (oil country tubular goods and line pipe), Mr. Hassler (commercial pipe and special steel tubes and pipe). **Established:** 1926. **Capital:** DM 50 million.

**Ownership:** Thyssen Handelsunion AG (100%). **Subsidiary & associates:** Associated companies, branches and representatives—Thyssen Austria Handelsgesellschaft mbH, Steel Division, Stubenring 24, PO Box 492, A 1010 Vienna 1, Austria (Tel: 522531. Telex: 74885); Thyssen Belge SA, Avenue Bel-Air 69, Boite 12, B 1180 Brussels, Belgium (Tel: 3444975. Telex: 22373); Thyssen France SA, 85 bis, Avenue de Wagram, F 75017 Paris, France (Tel: 6225531, 7664045. Telex: 650119, 290072); Thyssen Steel Ltd†, London, UK; Thyssen Hellas GmbH, Anagnostopoulou Street 21, PO Box 3441 (Kolonaki), Athens 136, Greece (Tel: 3249429, 3601790, 3603485. Telex: 214622); Thyssen Italiana Srl, V. priv. R. Bracco 1, I 20159 Milan, Italy (Tel: 6898443, 690679. Telex: 330356); BV Nedeximpo—Nederlandse Export- en Importmaatschappij, Jan van Goyenkade 9, PO Box 5028, 1007 AA Amsterdam ZI, Netherlands (Tel: 719811. Telex: 11406); Staalmaatschappij Staalro BV, Taylorweg 7, PO Box 11, Veghel, Netherlands (Tel: 87555. Telex: 50066); Driessen Buizen BV, Taylorweg 7, PO Box 11, Veghel, Netherlands (Tel: 87555. Telex: 50061); Andrés & Cia Ltda, Calçada das Necessidades 58, 1º dto., Lisbon 3, Portugal (Tel: 660304, 661822, 672506. Telex: 12257); Thyssen Iberica SA, Paseo de la Habana 19, 2º D, Madrid 16, Spain (Tel: 475350. Telex: 22755); Delegación Cataluña, Tuset 19, 1º, 3º, Barcelona 6, Spain (Tel: 2094544, 2094787, 2094954. Telex: 52982); AB John E. Johnson, PO Box 7315, S 103 90 Stockholm, Sweden (Tel: 249 250, 249 255. Telex: 19386); Thyssen Stahl AG†, Zürich; Thyssen Office Moscow, Hotel Ukraina, Room 872, Moscow 121249, USSR (Tel: 2432872. Telex: 7874 (Commerzbank Moscow)); Delegate office, c/o Wulf G. Piterek, 9 Kamel Mohamed Street, Zamalek, Cairo, Egypt (Tel: 803798. Telex: 92757); Delegate office, c/o Dieter Neufeld, 18 Palam Marg, Vasant Vihar, New Delhi 110057, India (Tel: 674392. Telex: 3208); Delegate office, c/o Claudio Clagluena, Wisma Kosgoro, 14th Floor, Jalan M. H. Thamrin 53, Jakarta, Indonesia (Tel: 322152, 321808. Telex: 45771); Delegate office, c/o Nabil Irani, 52 Square, Building Abdallah, Al Sarraf 60-92, PO Box 1195, Baghdad, Iraq (Tel: 91395. Telex: 2436); Thyssen Nippon Co Ltd†, Tokyo, Japan; Thyssen Saudia Ltd, Salman Al Farisi Road 3, Riyadh, Saudi Arabia (Tel: 4774538, 4776649, 4774511. Telex: 22557); E. C. Angerer, c/o Thyssen Handelsunion AG, 16th Floor, Tunas Building, Anson Road, Singapore 0207, Singapore (Tel: 2200705, 2202227. Telex: 23389); Thyssen (S.A.) (Pty) Ltd, 3rd Floor, Goldenhuys, 33 Jorissen Street, PO Box 31610, Braamfontein 2017, Johannesburg, South Africa (Tel: 396521-7. Telex: 422047); Pittsburg Sacif e I, Bartolome Mitre 853, Casilla de Correo 1026/Correo



# INTOUCH WITH THE WORLD



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## WEST GERMANY

**Thyssen Stahlunion GmbH** (continued)

Central, Buenos Aires, Argentina (Tel: 498031-9. Telex: 121378); Thyssen União de Aços Ltda, Av. Nilo Peçanha, 50 Gr. 1909, Caixa Postal 3196 ZC p, Rio de Janeiro, Brazil (Tel: 2623422, 2447767. Telex: 2123782); Thyssen Canada Ltd†, Canada; Ferrunion SA, Av. Bolivia 580, Apartado Postal 1590, Lima 5, Peru (Tel: 327712. Telex: 20108); Thyssen Steel Caribbean Inc, Citibank Tower, 16th Floor, Avenue Ponce de Leon 252, Hato Rey, PR 00918, Puerto Rico (Tel: 7547783-9. Telex: ITT 3450145); Thyssen Inc, 1114 Avenue of the Americas, New York, NY 10036, USA (Tel: 7640500. Telex: WU 125706. RCA 233325); Thyssen Steel/Southwest, 2700 South Post Oak Road, Suite 2570, Houston, TX 77056, USA (Tel: 6262900. Telex: 775161); Thyssen Steel/West Coast, 10960 Wilshire Boulevard, Suite 836, Los Angeles, CA 90024, USA (Tel: 4797751. Telex: 674409); Thyssen Metal Service/Detroit Corp, 10400 Capital Avenue, Oak Park, MI 48237, USA (Tel: 3986100. Telex: 230680); Marathon Mexicana SA†, Mexico; Acerotec CA, Avenida Principal de Chuao, Edificio Don Julian, piso 6, Apartado Postal 60308 Chacao, ZP 106, Caracas, Venezuela (Tel: 928611. Telex: 23229).

**Activities:** Import/export, stockholding.

**Products handled:** Semis, sections, sheets, medium and heavy plates, shipbuilding and boiler accessories, HR strip, alloy and special steels, wire and wire products, pipes and pipe products, and the full range of steels for offshore construction and equipment, etc.

**Companies represented on agency basis:** Thyssen companies and affiliates.

**Titan Stahlhandel GmbH**

**Address:** Liesegangstrasse 10, D 4000 Düsseldorf 1. **Tel:** 49 211 350877. **Telex:** 8587694.

**Tokyo Boeki Ltd**

**Address:** Blumen Strasse 12, D 4000 Düsseldorf. **Tel:** 0211 329499, 0211 329141. **Telex:** 8587187 tobo d. **Cables:** Tokyoboeki Dusseldorf.

**Toyomenka Import-und-Export GmbH**

**Addresses:** Immermannstrasse 33, PO Box 7831, D 4000 Düsseldorf 1 (Tel: 364071. Telex: 8581944 timkdd. Cables: Toyomenka Dusseldorf); Schaeferkampsallee 16, D 2000 Hamburg 6 (Tel: 441458-9. Telex: 0211256 timkh d. Cables: Toyomenka Hamburg).

**TradeArbed Deutschland GmbH**

**Head office:** Subbelrather Strasse 13, PO Box 10 01 24, D 5000 Cologne 1. **Tel:** 0221 5 72 91. **Telex:** 08 881 275. **Cables:** TradeArbed Cologne.

**Management:** Arnold Schaaff (managing director). **Trading personnel:** G. Hummerich (sales manager, all products), A. Abs (billets, reinforcing bars, wire rods, merchant bars, beams), W. Müller (CR sheets, medium and heavy plates, galvanized sheets), H. Glebsattel (HR hoop, CR strip), W. Mergl (auto body sheets for automobile industry, colliery sections), O. Greven (welded and seamless tubes), N. Mermagen (export all products), H. Sauter (sales manager, Stuttgart branch for South Germany), A. Deutsch (branch office Saar area). **Established:** 1920. **Capital:** DM 5 million.

**Ownership:** Arbed SA, Luxembourg (50%). TradeArbed SA†, Luxembourg (50%). **Branches:** PO Box 548, D 7000 Stuttgart; PO Box 160, D 6600 Saarbrücken.

**Activities:** Sales of all products manufactured by Arbed Group in West Germany and export via German export traders; stocks of tubes held in Düsseldorf.

**Members of:** Wirtschaftsvereinigung Gross- und Aussenhandel, Bundesverband des Deutscher Stahlhandel e.V.

## WEST GERMANY

**Transcometal GmbH**

**Head office:** Norbertstrasse 3, PO Box 103754, D 4300 Essen 1. **Tel:** 0201 41981. **Telex:** 0857206 tcom d. **Cables:** Transcometal.

**Management:** Paul Brand (general manager). **Trading personnel:** Sales managers—Hans-Georg Holland (rolled steel long products), Hans Kipper (flat rolled steel), Günter Kremer (stainless products, scrap for remelting). **Established:** 1952. **Capital:** DM 1,020,500. **Ownership:** Frère Bourgeois Commerciale SA†, Belgium; Thy-Marcinelle et Providence SA, Belgium; Sté Métallurgique Hainaut-Sambre SA, Belgium; Feralin SA, Belgium.

**Activities:** Import/export.

**Products handled:** Wire rod, HR bars, light and heavy sections, reinforcing steel bars, re-rolling materials, semis, CR sheets, medium and heavy plates, electrical sheets, slit coils, lead coated sheets, terne plates, galvanized sheets, stainless products prime and seconds (sheets, strip, coils), steel scrap.

**Companies represented on agency basis:** Frère-Bourgeois Commerciale SA†, Belgium (wire rod); Usinor—Union Sidérurgique du Nord et de l'Est de la France, France.

**TréfilArbed Export GmbH**

**Head office:** Kasernenstrasse 1-9, D 4000 Düsseldorf. **Tel:** 0211 8777 1. **Telex:** 8582891 rox d. **Cables:** Trefarb Düsseldorf.

**Management:** Wilhelm Thomé (general manager), Volker Schilb (managing clerk), Horst Goyens (authorised agent). **Established:** 1979. **Capital:** DM 100,000.

**Ownership:** TréfilArbed Deutschland GmbH, West Germany. Röchling-Stahlexport GmbH, West Germany.

**Activities:** Export of wire and wire products.

**Products handled:** All kinds of wire.

**Uddeholmstahl GmbH**

**Head office:** Westring 9, D 4010 Hilden.

**United States Steel International Inc, Düsseldorf Branch—**  
see under USA

**Voss Edelstahlhandel GmbH**

**Head office:** Wulmstorfer Strasse 64, PO Box 1260, D 2153 Neu Wulmstorf. **Tel:** 700 50 21. **Telex:** 02161551 voss d.

**Management:** Uwe Voss (Geschäftsführer), Herbert v. Karstedt (Geschäftsführer).

**Trading personnel:** Werner Langer (domestic market), Hans Schmidt (export). **Established:** 1979. **Capital:** DM 500,000. **Ownership:** Uwe Voss. Norddeutsche Ueberseegesellschaft in Hamburg mbH.

**Activities:** Stockholding (stainless steel); import/export.

**Products handled:** Stainless steel bars, flanges, galvanized fittings.

**Otto Wolff Handelsgesellschaft mbH**

**Head office:** Zeughausstrasse 2, PO Box 102010, D 5000 Cologne 1. **Tel:** 0221 16411. **Telex:** 0 8817-0. **Cables:** Owexhandel.

**Management:** General managers—Hans-Erich Lilienthal, Wolfgang Robie. **Trading personnel:** Director, export division—Hans-Peter Vootz; managers, trading division—Rolf Giessler (rolled steel products, long), André Huberty (rolled steel products, flat), Manfred Ruhe (special products, steel and wood). Domestic business: Director, domestic steel division—Hans Baum; managers, trading division—Rainer Langhoff (rolled steel products, long), Manfred Beer (rolled steel products, flat), Hagen Hessen-

## WEST GERMANY

**Otto Wolff Handelsgesellschaft mbH** *(continued)*

brügge (non-ferrous metals), Juergen Leisten (stainless steel). **Established:** 1904. **Capital:** DM 30 million. **Ownership:** Wholly-owned subsidiary of Otto Wolff AG, West Germany. **Subsidiary & associates:** Subsidiaries, delegates and representatives—Europe, USA, Latin America, Middle East, Far East, Africa.

**Activities:** Independent steel and timber traders, import/export, warehousing.

**Products handled:** Rolled steel products, pipes and tubes, CR strip, wire and wire products, rails and accessories, special steels, also timber.

**Members of:** Bundesverband Deutscher Stahlhandel e.V. (BDS).

**Robert Zapp Vertriebsgesellschaft mbH & Co KG**

**Head office:** Bleichstrasse 8, D 4000 Düsseldorf 1. **Tel:** 0211 3 55 01. **Telex:** 08 58 19 11 a rzd d. **Cables:** Zappzentrale.

**Management:** Christian Peter Zapp, Eduard Robert Zapp, Hans-Werner Zapp, Robert Gustav Zapp. **Trading personnel:** Hoachim-Dietrich Schoebel (director, specialty materials division), Hans-Joachim Baja (national sales manager), Mrs. Erika Schlieper (export sales agent). **Established:** 1865. **Ownership:** The Robert Zapp Co is privately owned by the Zapp family. **Subsidiary & associates:** Stahlwerk Ergste GmbH & Co KG, Schwerte, West Germany (cold rolling and wire drawing plant for stainless steels and high performance alloys—strip, wire, profiles); Robert Zapp Holland BVt, Utrecht, Netherlands (trading company for stainless and special steels and steel service centre); Robert Zapp AGt, Zürich (trading company for stainless and specialty steels).

**Activities:** Through its specialty materials division imports specialty materials from world known producers, sells these products within West Germany and to third countries on an agency as well as a distributing basis. Major stocks are held in a large service centre/warehouse near Düsseldorf predominantly in nickel-base alloys and welding supplies.

**Products handled:** Specialty stainless steels. Also nickel-base and cobalt-base alloys, titanium, zirconium, tantalum, tungsten and molybdenum and their alloys and precision balls, powder metallurgy parts and other specialty products.

**Companies represented on agency basis:** CarTech—Carpenter Technology Corp, USA (specialty stainless steels); and producers of super alloys etc.

**Members of:** Gross- und Aussenhandel, Edelstahlhandels-Vereinigung.

**Waldemar Zeitelhack Stahlhandel**

**Head office:** Reichswaldstrasse 52, D 8501 Schwaig b. Nuremberg. **Tel:** 0911 5991. **Telex:** 06 23 222. **Cables:** Eisenzeitelhack.

**Management:** Waldemar Zeitelhack (owner). **Established:** 26 years (1980). **Capital:** DM 10 million. **Subsidiary & associates:** Trimex GmbH & Co, Schwaig, West Germany (transit import/export in steel); EH—Eisen- und Hüttenprodukte GmbH u. Co Handels KG, Munich, West Germany (trading in scrap); Steel & Metal Trading Ltd, Trübbach, Switzerland (trading in scrap and steel); Plastic Manufactur GmbH & Co KG, Schwaig, West Germany (trading in plastic products—sanitary and household).

**Branches:** Zamdorfer Strasse 24, D 8000 Munich 80; Marienstrasse 9, D 7000 Stuttgart 1; Westerbacherstrasse 29, D 6000 Frankfurt.

**Activities:** Import; stocks are carried.

**Products handled:** Pig iron, semis, reinforcing bars, wire rods, merchants bars, joists and channels, light sections, medium and heavy plates, sheets, galvanized sheets, tubes (seamless, welded, black, galvanized), boiler tubes, construction tubes, profile tubes, shaftings, high grade steel, alloy steel, welded mesh. Also rebar bending shop, plastic tubes and central heating equipment.

**Members of:** Bundesverband Deutscher Stahlhandel e.V., Landesverband des Gross- und Aussenhandels.

**DO NOT FORGET** to look in Late Notes for late entries and amendments.



# Ghana

## Reiss & Co (Ghana) Ltd

**Address:** PO Box 3074, Accra. **Tel:** 235 41. **Telex:** 2040. **Cables:** Reico.

# Greece

## Leon Amariglio SA

**Head office:** P. Railli 39, Athens 302 (PO Box 1476, Athens). **Tel:** 3460 262, 3452 236, 3452 290. **Telex:** 21 5353. **Cables:** Lamarinio Athens.

**Management:** Marcel Amariglio (chairman); Leon Amariglio, Dany Amariglio and Sabine Amariglio (executives); Demetre Panagiotopoulos (director, sales). **Trading personnel:** Management and purchases headed by Dany Amariglio. Sales headed by Demetre Panagiotopoulos. **Established:** 1969. **Capital:** \$1,750,000 nominal.

**Ownership:** Leon Amariglio and family. **Subsidiary & associates:** Sidma SA† (importers and stockists). **Branches:** 39 Petrou Ralli Str., Athens (warehouse).

**Activities:** Importers and stockists of steel products.

**Products handled:** Merchant bars and sections, steel plates, hollow sections, special steels.

**Companies represented on agency basis:** Mannesmann Export Division, West Germany (hollow sections, distributors).

## Comimpex Ltd

**Head office:** 4 Filellinon Street, Athens TT 118. **Tel:** 3223431, 3225900. **Telex:** 215750 com gr. **Cables:** Tubesales.

**Management:** E. Papacostas (general manager). **Trading personnel:** Ch. Yannopoulos (steel business), S. Kountouris (fittings), Em. Valsamakis (spare parts).

**Established:** 1970. **Capital:** Drs 300,000. **Ownership:** Partnership. **Subsidiary & associates:** Scanink SA (graphic arts), General Trading SA (foods).

**Activities:** Import/export agency (West Germany, Japan, Italy and France).

**Products handled:** Wire rods, tubes, reinforcing bars, merchant bars, plates, HR and CR sheets and coils, galvanized sheets, stainless steel.

**Companies represented on agency basis:** Nissho-Iwai Co Ltd†, Japan; Rohren und Stahllexport Dobbertain GmbH†, West Germany; Babcock Handels International GmbH, West Germany; Officine Marconi, Italy; Acciaierie di Bolzano SpA, Italy.

## Alcis Contaratos, Technical Representation

**Head office:** 4 Valaoritou Street, Athens 134. **Tel:** 3625974-5, 3618180. **Telex:** 21 5424 alc gr, 21 4879 actc gr. **Cables:** Alcrep Athens.

**Management:** Alcis Contaratos (proprietor and general manager), Michael Contaratos (deputy general manager). **Trading personnel:** Alcis Contaratos (overall responsibility, steel products, steel scrap, aluminium, etc.), Michael Contaratos (non-ferrous metals, heat treatment equipment and also steel products, etc.). **Established:** 1956. **Capital:** Drs 4 million. **Ownership:** Alcis Contaratos (100%).

**Activities:** Import and export agency.

**Products handled:** Iron and steel products including structures, pipes, etc. Also aluminium, non-ferrous metals, raw materials for plastics industry, equipment for distribution and flow control of liquid fuels, industrial machinery and equipment, valves, fittings, steam traps, heat treatment equipment.

**Companies represented on agency basis:** Including Estel Export AG†, West

## GREECE

**Alcis Contaratos, Technical Representation** (*continued*)

Germany; Philipp Bros. AG, Switzerland (ores, minerals, chemicals, metals, special financial operations); Philipp Bros.†, USA (ores, minerals, chemicals, steel scrap, non-ferrous scrap); Derby & Co Ltd, UK (metals, ores and minerals); Trouvay et Cauvin SA, France (stockists—pipes, valves, flanges and liquid handling equipment).

**Jason C. Coupassaris & Co**

**Head office:** Skoufou Street 8, Athens 118. **Tel:** 3236059. **Telex:** 21 6931. **Cables:** Iascoup.

**Management:** Jason C. Coupassaris, Eleni Coupassari-Prenzel, Hans A. Prenzel. **Established:** 1935, originally C. Manolides & Co. **Capital:** Drs 1 million. **Ownership:** Jason C. Coupassaris and Eleni Coupassari-Prenzel. **Subsidiary & associates:** Associated—Uddeholm Steel Trading Co (UST), Piraeus (import and sale of tool steels, constructional steels, woodband saw strip, all of Uddeholms AB make. Also hardening shop).

**Activities:** Representatives on commission basis. Stocks carried by UST (see above).

**Products handled:** Uddeholm steels, HR and CR, stainless, tubes, plates, woodband saw and stone saw steels, razor blade steel, etc. Also bolts, nuts, files. Covering the whole of Greece.

**Companies represented on agency basis:** Including Uddeholms AB, Sweden.

**Dikema Hellas SA**

**Head office:** Patriarchou Ioakim 24, PO Box 3326, Athens 139. **Tel:** 729 620, 729 631. **Telex:** 218143 dik gr. **Cables:** Dikema Hellas.

**Management:** H. Van Den Corput and G. A. Papadimitriou. **Capital:** Drs 5 million. **Ownership:** Dikema & Chabot's Handelsmaatschappij BV†, Netherlands (60%); G. A. Papadimitriou (40%). **Branches:** Stockyard—Leof. Nato, Aspropyrgos.

**Activities:** Import, export, agency. Stocks carried from Western and Eastern Europe, South Africa.

**Products handled:** Steel—beams, plates, angles, etc.

**The Eastern Mediterranean Agencies Ltd**

**Head office:** 6 Loukianou Street, PO Box 443, Athens 139. **Tel:** 739248-9, 715753, 717528. **Telex:** 215580 anme gr. **Cables:** Anmeta Athens.

**Management:** A. Cartalis (managing director), D. Achilopoulos (director). **Trading personnel:** A. D. Papandreou (salesman). **Established:** 1896. **Capital:** Drs 10 million.

**Activities:** Commission agents.

**Products handled:** Steel sheets, tinplate, strip, tubes, pipes, hollow sections, fittings, etc.

**Companies represented on agency basis:** British Steel Corp (BSC), UK (steel sheets, tinplate, strip, tubes, pipes, hollow sections, fittings) covering Greece.

**Sarantis A. Efklidis O. E.**

**Head office:** Pithagora 3 Evosmos, PO Box 114, Thessaloniki. **Tel:** 031 761723, 031 202019. **Telex:** 418130 bach gr. **Cables:** Alexef.

**Established:** 1948.

**Activities:** Import/export, agency.

**Products handled:** Rolled steel products. Also non-ferrous ingots (mainly secondary), ferrous and non-ferrous scrap.

**Eximco Trade Agency**

**Head office:** 9 Kanigos Street, T.T. 141, PO Box 7, Athens. **Tel:** 3610877. **Telex:** 21 6856. **Cables:** Bileximco.

tsaoussoglou enterprises

LINE PIPE AND CASING  
BOILER TUBES  
GAS AND WATER PIPES GALVANIZED AND BLACK  
STEEL SECTIONS  
SPIRAL SEAM PIPES IN LARGE DIAMETERS  
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CENTRAL HEATING RADIATORS  
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athens pipe works s.a.

HEAD OFFICE: 260, PIRAEUS ST. ATHENS-GREECE

TELEPH. (01) 4817711 (10 LINES)-TELEX: 212589 EBME GR

## GREECE

**Eximco Trade Agency** *(continued)***Activities:** Agents.**Products handled:** Steel and non-ferrous products.**G. Gelvaris Technical Agencies****Head office:** 8 Leondos Sofou Street, Thessaloniki. **Tel:** 031 53 21 32. **Telex:** 412142.**Management:** George J. Gelvaris (managing director). **Established:** 1957.**Ownership:** See management.**Activities:** Import agency on a commission basis; no stocks carried.**Products handled:** Merchant and special steels. Also non-ferrous metal semis. Area covered: Greece.**Companies represented on agency basis:** Including VEW—Vereinigte Edeltahlwerke AG, Austria (special steels) covering Northern Greece; Franz Kirchfeld GmbH KG, West Germany (merchant and special steels, tubes, plates, sheets, etc.) covering Greece; Spencer Clark Metal Industries Ltd, UK (special steel products, forgings, rolled sections) covering Greece.**International Procurement Co/IPCO Ltd****Head office:** 2 Kolonaki Square, Athens 136. **Tel:** 3638358, 3635640. **Telex:** 214904 ipco gr.**Management:** Leonidas N. Vrailas (general manager), Nicholas L. Vrailas (administrator). **Trading personnel:** Leonidas N. Vrailas (steel scrap, HR coil, steel pipes, ferro-alloys, machinery, ships), Nicolas L. Vrailas (shipbuilding material, tubes and accessories, wire rods, special steels, non-ferrous metals, equipment for the steel industry), Constantine D. Trakas (rebars, steel pipes, wire and wire products, fasteners, electrical equipment). **Established:** 1974. **Capital:** Drs 1 million. **Ownership:** Leonidas N. Vrailas and family.**Activities:** Consulting agents, also agents on a commission basis for both import and export.**Products handled:** Iron and steel. Also non-ferrous metals, chemicals, machinery and equipment for the iron and steel industry and shipyards, electrical equipment, new and second hand vessels.**Spiro Ioannidis****Address:** 26 Pavlou Kalliga, Filothes, Athens. **Tel:** 682 21 533. **Telex:** 862 215185.**C. Itoh & Co (Hellas) Ltd****Address:** Athens Tower, 6th Floor, 2 Messogion Ave. & Vas Sofias Ave., Athens 610 (PO Box 1712, Syndagma Square, Athens). **Tel:** 7709 401-2. **Telex:** 216201 caci gr.**Cables:** Itohchu Athens.**Kjellbergs Successors AB****Head office:** 11-13 Loukianou Street, PO Box 3321, Athens. **Tel:** 790 527, 790 476. **Telex:** 216924 kaba gr.**Management:** E. Hellmann (manger). **Trading personnel:** C. Victoratos.**Established:** 1964. **Ownership:** Member of the Axel Johnson group, Sweden.**Activities:** Sales agents for import from Sweden and other countries.**Products handled:** Stainless steel (all types).**Companies represented on agency basis:** Avesta Jernverks AB, Sweden; and other mills.



## GREECE

**Anastase Leontiadis**

**Head office:** Fexy House, 14 Patission Street, Athens 141. **Tel:** 36 21 203, 98 12 187. **Telex:** 215046 leon gr. **Cables:** Salesagency.

**Management:** A. Leontiadis. **Established:** 1938 in Istanbul, transferred in 1960 to Athens. **Capital:** Drs 1 million. **Ownership:** See management.

**Activities:** Agency.

**Products handled:** Steel sheets (CR and stainless), steel strip. Also non-ferrous metals and ores.

**Companies represented on agency basis:** Including Borusan Boru Sanayii AŞ, Turkey; Gustav Wolf, West Germany (wire ropes).

**G. Maltsiniotis & Cie Srl**

**Head office:** 15 Skoufa Street, Athens 136. **Tel:** 3611511, 3628656. **Telex:** 5541.

**Cables:** Malcaly.

**Management:** Andreas Beloulis, Michael Maltsiniotis. **Trading personnel:** Andreas Beloulis, Michael Maltsiniotis, George Economou. **Established:** 1935. **Subsidiary & associates:** Michael Maltsiniotis (industrial tools, machines and accessories).

**Activities:** Import/export agency.

**Products handled:** Steel, metals, ammunition, machinery, etc.

**Companies represented on agency basis:** Including VEW—Vereinigte Edelstahlwerke AG, Austria; Stahl-Handelsgesellschaft mbH; Mannesmann Demag AG, West Germany.

**Marubeni Corp**

**Addresses:** 38 Kapodistriou Street, PO Box 1360, Athens (Tel: 5241 522, 5222 537. Telex: 216940, 218441. Cables: Marubeni Athinai); 8 Kanaris Street, PO Box 279, Piraeus 26 (Tel: 452 9188, 452 7875. Telex: 21 3029, 21 3931. Cables: Marubeni Piraeus).

**Mitsubishi Hellas AEE**

**Address:** 3 Mitropoleos Street, Athens. **Tel:** 32 48 115. **Telex:** 215332. **Cables:** Mitsubish Athens.

**Management:** T. Muraoka (chairman and managing director).

**Nissho-Iwai Co Ltd**

**Address:** Akti Miaouli 25, Piraeus. **Tel:** 01 4112451, 01 4112465, 01 4129908, 01 4129935, 01 4129939, 01 4129966. **Telex:** 213001, 213002 nic gr. **Cables:** Nisshoiwai Piraeus.

**SIDMA S.A.****STEEL PRODUCTS****ATHENS – THESSALONIKI, Established 1931**

Purchase offices: 39 Petrou Ralli Street, ATHENS TT 302

Telephones: 3452.236, 3452.290, 3460.262

Telex: 21.5353 – CABLES LAMARILIO – CORRESPONDENCE: P.O. Box 1476, Athens

Warehouses: Athens, 39, Petrou Ralli Street

Thessaloniki, 26th October Str. 40, Yannitson 190, Frangon 1–3

Merchant bars and sections – Steel sheets and plates – Stainless sheets – Hollow sections – Special steels – Wire products

in cooperation with LEON AMARIGLIO S.A., ATHENS (same address)

## GREECE

**Angelos A. Perrakis**

**Head office:** 9 Patission Street, PO Box 119, Athens. **Tel:** 5227698, 5225163. **Telex:** 214280 apco gr.

**Established:** 1976.

**Activities:** Import/export agency.

**Products handled:** Rolled steel products. Area covered: Greece.

**Companies represented on agency basis:** TradeArbed SA†, Luxembourg for Greek market.

**Sandvik AB, Region Middle East**

**Head office:** PO Box 92, Kifissia, Athens. **Tel:** 8082447, 8084351. **Telex:** 218508 sand gr. **Cables:** Sandvik Rme.

**Ownership:** Sandvik AB, Sweden.

**Activities:** Market areas covered—Greece, Afghanistan, Cyprus, Malta, Egypt, Iraq, Jordan, Kuwait, Lebanon, Pakistan, Libya, Saudi Arabia, Syria, The Yemen Republic and other territories on the Arabian peninsula.

**Sidma SA**

**Head office:** P. Ralli 39, Athens 302 (PO Box 1476, Athens). **Tel:** 3460 262, 3452 236, 3452 290. **Telex:** 21 5353. **Cables:** Lamarilio Athens.

**Management:** Dany Amariglio (chairman); Leon Amariglio, Marcel Amariglio and Sabine Amariglio (executives); Spyros Tsiomos and Sonia Papaconstantinou (directors of sales). **Trading personnel:** Management and purchases headed by Dany Amariglio; sales headed by Spyros Tsiomos. **Established:** 1931. **Capital:** Approx. \$4,500,000 nominal. **Ownership:** Leon Amariglio and family. **Subsidiary & associates:** Leon Amariglio SA† (steel stockists). **Branches:** Warehouses—26 October Street 40, Thessaloniki; Frangon Street 1-3, Thessaloniki; Yannitson Street 90, Thessaloniki.

**Activities:** Importers and stockists.

**Products handled:** Steel sheets and plates, stainless sheets, merchant bars and sections, wire rods and wire products, hollow sections, special steels, tubes.

**Companies represented on agency basis:** O. Daring & Co SA (wire products, exclusive distribution in Northern Greece); Mannesmann Export Division, West Germany (hollow sections, distributors).

**Antony L. Skender & Co O.E.**

**Head office:** 12 Lekka Street, Athens 125. **Tel:** 32 23 125, 32 20 712. **Telex:** 21 5745 sken. **Cables:** Intradex.

**Management:** Antony L. Skender and Nicholas A. Skender (managers). **Trading personnel:** Mrs. Filio Koraki (sales), John Tzakone (accountancy), Miss Evi Anestopoulou (assistant sales, secretary), Miss Denise Parthimou (assistant sales, secretary), Alex. Alatinis (assistant sales, driver). **Established:** 1947. **Capital:** Drs 500,000. **Ownership:** See management.

**Activities:** Import/export agents; no stocks carried.

**Products handled:** Billets, bars and rods (commercial and special); plates; sections; stainless (all products); light products (special wire, strip, etc.).

**Companies represented on agency basis:** British Steel Corp (BSC), UK (exclusive agency for above products); Fr. Rasch's, Denmark (exclusive agency for bright drawn bars).

**Members of:** Greek Chamber of Commerce, Assn. of Commercial Agents, Anglo-Hellenic Chamber of Commerce.

**SKF Hellas SA**

**Head office:** 46 Athinon Ave. & Spyrou Patsi, PO Box 584, Athens. **Tel:** 01 5245 636. **Telex:** 21 5460. **Cables:** Eskaeef.

## GREECE

**SKF Hellas SA** (*continued*)

**Management:** Philip Avratoglou (managing director). **Trading personnel:** E. Voulgaris (sales manager), S. Lazaridis (marketing planning), C. Nikas (technical department), G. Karanastassis (head of industrial sales), P. Dellatollas (branch manager, Thessaloniki). **Established:** 1924. **Capital:** Drs 10 million. **Ownership:** AB SKF, Sweden. SKF Agenturer, Sweden. **Branches:** Thessaloniki.

**Activities:** Import and sales from central stock.

**Products handled:** Steel products. Also roll bearings, cutting tools, wheels and castors, textile machinery components, Koppers couplings.

**Companies represented on agency basis:** SKF Steel, Sweden.

**Steel Sheets Central Warehouses SA**

**Head office:** 12 Papastratou Street, Piraeus 24 (PO Box 39, Piraeus). **Tel:** Purchasing section—4170 786, 4176 410, 4170 066. **Telex:** 212113, 212319. **Cables:** Amsteel Piraeus.

**Management:** Sam Amariglio (chairman), Andrea Pisante (executive), Spiro Sclavenitis (financial manager), Leon Naar (purchasing manager), Guy Charreyron (sales manager). **Trading personnel:** Andrea Pisante and Leon Naar (management and purchases), Guy Charreyron (sales). **Established:** 1940. **Capital:** US\$4 million (nominal). **Ownership:** Sam Amariglio and family; Andrea Pisante and family.

**Activities:** Importers and wholesalers of flat steel products.

**Products handled:** Steel sheets—CR and HR, galvanized, stainless, etc.

**Sumitomo Corp Hellas SA**

**Address:** 5 Mitropoleos Street, Athens. **Tel:** 3230722-4. **Telex:** 216177 sumi gr. **Cables:** Sumitomo Athens.

**Thyssen Hellas GmbH**—see Thyssen Stahlunion GmbH, West Germany

**Uddeholm Steel Trading Co (UST)**—see Jason C. Coupassaris & Co

# Grenada

**Bryden & Minors Ltd**

**Head office:** PO Box 14, Lagoon Road, St. George's. **Tel:** 2018, 3327. **Telex:** 442 brymin. **Cables:** Brymin Grenada.

**Management:** George Angus Minors (managing director), Michael V. Minors (director), David V. Minors (director). **Trading personnel:** Israel Ventour (manager and salesman, hardware department). **Established:** 1972. **Capital:** Authorised: \$1 million. Paid-up: \$324,000. **Ownership:** Gerald S. W. Smith & Co ( $\frac{2}{3}$ ). A. S. Bryden & Sons (B'dos) Ltd ( $\frac{1}{3}$ ). **Subsidiary & associates:** General wholesale and appliances outlet in St. George's. Associates—Bryden & Partners, St. Lucia; A. S. Bryden & Sons, Antigua; A. S. Bryden & Sons, Trinidad; A. S. Bryden & Sons, UK. **Branches:** St. George's.

**Activities:** Commission agents and distributors, import only.

**Products handled:** Steel tubes and fittings, hot finished rectangular hollow sections. Also food, liquor, toiletries, pharmaceuticals, light hardware, stationery.

**Companies represented on agency basis:** British Steel Corp (BSC), UK (steel tubes and fittings, hot finished rectangular hollow sections) covering Grenada only.

# Guatemala

## Agrinco SA

**Head office:** Edificio Torre Profesional Of. 914, 6a Avenida 0-60, Zona 4, Guatemala City. **Tel:** 531389, 517017. **Telex:** 5117 agrinc gu. **Cables:** Rosavi.

**Management:** Alfredo Rosal Avilés (president), Roberto Rosal Avilés (general manager), Alfredo Rosal Quezada (financial director). **Trading personnel:** Mrs. Blanca de Moreno (steel department, sales). **Established:** 1970. **Capital:** Quetzal 120,000.

**Ownership:** Rosal Avilés family. **Subsidiary & associates:** Decosistemas SA (metal furniture).

**Activities:** Import/export agency.

**Products handled:** Billets, wire rod, CR sheets and coils, HR sheets and plates, HR coils, all kinds of bars, beams, strip, wire.

**Companies represented on agency basis:** Sumitomo Corp., Japan; Salzgitter Stahl GmbH, West Germany; Comasider Saci, Argentina.

**Members of:** Cámara de Comercio de Guatemala, Cámara de Comercio Guatemalteco-Alemana.

## General Agencies Co—see General Agencies Co, Costa Rica

## A. Lamport & Cia Sucs. SC

**Head office:** Comercial El Patio, 7a Avenida 7-07, Zona 4, Oficina 318, PO Box 165, Guatemala City. **Tel:** 31 41 86, 31 03 73, 31 03 19. **Telex:** 5322 lamport gu. **Cables:** Cable Lamport.

**Management:** Pedro Miguel Lamport Kelsall (gerente general), Antonio Rodil Peralta (sub gerente), Olga de Coronado (general accountant). **Trading personnel:** Sales representatives—Marco Vinicio Coronado, Miss Lucrecia Rojas, Mario Raúl Toledo, Angel Velásquez, Mateo Estuardo Ramazzini. **Established:** 1938. **Subsidiary & associates:** Distribuidora Marte SA, Cía Distribuidora Centro Americana SA (Codicasa SA), Productos Aromáticos SA.

**Activities:** Import/export agency; some stocks carried.

**Products handled:** Steel products. Also plastics, explosives, chemicals, PVC materials, industrial threads.

**Companies represented on agency basis:** Including Stelco Inc, Canada.

## Marubeni Central America SA—see under Panama

## Sucesores de M. A. Nicol Representaciones Ltda

**Address:** 12 Calle 1-35, Interior 2-05, Zona 1, Guatemala City. **Tel:** 519993. **Cables:** Manico.

## H. B. Rich & Co Sucs.

**Address:** 10a Calle 6-47, Zona 1, PO Box 137, Guatemala City. **Tel:** 23904, 515841. **Telex:** 5380 hbrich gu.

## R. T. Serrano Jr./Serrano Asociados SA

**Head office:** 9 Calle "A" 3-44, Zone 1, Guatemala City. **Tel:** 27413. **Cables:** Seranista.

**Management:** R. T. Serrano Jr., Felipe Prieto. **Established:** 1931 and 1978. **Capital:** Quetzal 27,712,33 and Quetzal 15,000. **Ownership:** R. T. Serrano Jr.—R. T. Serrano Jr. (sole owner). Serrano Asociados SA—R. T. Serrano Jr., Floria C. de Serrano, Carol



**GUATEMALA****R. T. Serrano Jr./Serrano Asociados SA** *(continued)*

Crespo and Felipe Prieto.

**Activities:** Manufacturers' representatives of foreign companies.

**Products handled:** Construction materials. Also paper, liquor, packagings.

**Companies represented on agency basis:** British Steel Corp Exports Ltd (pipes and tubes).

**Aceros Suecos SA**

**Head office:** Avenida Petapa 17-70, Zona 12, PO Box 136, Guatemala. **Tel:** 460843.

**Telex:** 5172 pira gu. **Cables:** Sueco.

**Management:** Nils Pira (manager), Ernst Pira (assistant manager). **Trading personnel:** Armando Castro Hurtarte (chief of accounting), Oscar Hernández Barreda (salesman), Elda Edith Estrada E. (secretary). **Established:** 1965. **Capital:** Quetzal 50,000.

**Activities:** Importers, and local distributors. Stocks are carried.

**Products handled:** Steel—CR, tool, constructional and stainless; carbon steel hollow bars.

**Sumitomo Corp**

**Address:** Edificio Camara de Industria, 7 piso, Ruta 6 9-21, Zona 4, PO Box 3A, Guatemala, CA. **Tel:** 316393, 316028. **Telex:** 4154 sumit gu. **Cables:** Sumitomo Guatemala.

**The World Wide Trading Co**

**Head office:** 21a Av. 12-45 Zone 11, PO Box 257, Guatemala City, CA. **Tel:** 41202.

**Telex:** 5535. **Cables:** Rossellmar.

**Management:** Mariano Rossell (president), Hans Bruggermann (adviser), Federic Rejtoe (vice president), Laeiz Roland (confidential adviser). **Established:** 1967.

**Ownership:** Private. **Branches:** Worldwide.

**Activities:** International representatives; stocks not carried.

**Products handled:** Steel products. Also hardware in general, fertilisers, abrasives, chemicals, spare parts for cars, hand tools, automatic goods in general, diamonds, engineering products, clothing, etc.

# Guyana

**Farfan & Mendes Ltd**

**Address:** 45 Urquhart Street, PO Box 216, Georgetown. **Tel:** 66 401, 68 130. **Cables:** Farnmen.

**Guyana National Engineering Corp Ltd**

**Head office:** 2-9 Lombard Street, Georgetown. **Tel:** 62391-9. **Telex:** 2218. **Cables:** Guyneco.

**Management:** P. R. Carmichael (executive chairman), R. N. King (executive director), A. Houston (finance director and secretary). **Trading personnel:** B. Wickham (works manager, shipbuilding and repairs, general construction), R. Simon (technical sales representative, air conditioning, refrigeration, electrical installation), S. Farinha (general sales superintendent), O. Austin (manager, excavating, mining and other heavy equipment), J. R. Hill (purchasing agent). **Established:** 1898. **Capital:** G\$23 million (authorised and paid-up). **Ownership:** Government of Guyana.

## GUYANA

**Guyana National Engineering Corp Ltd** (continued)

**Activities:** Importers. Also shipbuilding and repairs, steel fabrication, aluminium fabrication, shipping agents, general sales, industrial and engineering supplies. Agents and distributors for Caterpillar Co and Bucyrus Erie, USA and of other industrial and supplies. Stockists of industrial and engineering equipment. Manufacturers and distributors of clay products.

**Products handled:** Steel including wire ropes. Also aluminium corrugated sheets, conveyor belting, bearings, marine and industrial engines, large tyres, generating plants, couplings, gears, air conditioners, motor vehicle spares, etc.

**Companies represented on agency basis:** Including Brown Bayley Steels Ltd (Dunford Hadfields), UK; British Ropes; L. W. Lambourn & Co Ltd†, UK; Martin Black & Co, UK.

## Haiti

**Agences Fronlif SA**

**Head office:** Rue du Quai, PO Box 36, Port-au-Prince. **Tel:** 2 3137. **Telex:** 3490135. **Cables:** Froen.

**Management:** E. J. McGurk (president). **Established:** 1930. **Branches:** Cap Haitien, Gonaives, Les Cayes, Jalmel.

**Activities:** Import/export; stocks of some items.

**Products handled:** Hollow sections (steel), galvanized black water pipes, steel sheets. Also bolts, nuts and hardware.

**Companies represented on agency basis:** British Steel Corp (BSC), UK.

## Hong Kong

**Burwill Trading Ltd**

**Head office:** 23-24 Caxton House, 1 Duddell Street, Hong Kong. **Tel:** 5 241017. **Telex:** 73239. **Cables:** Burmetal.

**Management:** U. Hoffmann (managing), D. Lau, A. R. Johnson. **Trading personnel:** J. Wu, A. Ip, N. Chan, A. Ming, C. Chiu. **Established:** 1961. **Subsidiary & associates:** Burmetals Inc†, Philippines (ferrous and non-ferrous trading).

**Activities:** Import/export; stockholding.

**Products handled:** Prime steel billets, reinforcing bars, plates, CR and HR coils, stainless steel, pig iron, re-rollable materials and scrap. Also non-ferrous metals.

Please see **Late Notes** for change of address and amendments.

**Cheong Tai Metal Co Ltd**

**Head office:** 4th and 5th Floors, Cheong Tai Building, 7-11 Mercer Street, Central, Hong Kong. **Tel:** 5 442442, 5 438923. **Telex:** 75383. **Cables:** 5996.

**Management:** Directors—C. M. Wong (managing), W. K. Au (assistant managing), Lawrence Wong, C. Hon. **Trading personnel:** C. M. Wong (general manager), C. Hon (manager), W. K. Au (treasurer), Lawrence Wong (assistant manager). **Established:** 1930 as proprietorship. Re-organised as private limited company 1952. **Capital:** HK\$1,500,000. **Branches:** 12 Smithfield Road, West Point, Hong Kong (warehouse).

**Activities:** Trading in all kinds of steel and metals, including building materials.

**Members of:** Hong Kong Metal Merchants' Assn.

**Daylight Industrial Co Ltd**

**Head office:** 1st Floor, Kayamally Building, 22 Queen's Road, Central, Hong Kong. **Tel:** 5 247407, 5 260513. **Telex:** 83805 dltin hx. **Cables:** Tatleecpy.

**Management:** Managing directors—Henry Lai (manager), K. K. Zee, T. Y. Ying.

**HONG KONG****Daylight Industrial Co Ltd** (continued)

**Trading personnel:** Henry Lai (non-ferrous metals), Francis Cheung (steel products).  
**Established:** 1968. **Capital:** HK\$1,600,000. **Subsidiary & associates:** Great Eastern Metal Extension Factory Ltd, Hong Kong (associate, manufacturer of brass rods and special sections).

**Activities:** Importer and exporter, distributor, mills representative and regional agent, stockist.

**Products handled:** Galvanized pipes, mild steel equal angles, plain reinforcing bars, structural sections, mild steel plates and sheets, high tensile deformed bars. Also aluminium sheets and strip, ferrous and non-ferrous scrap, brass strip and rods.

**Companies represented on agency basis:** Korea Steel Pipes Co Ltd (galvanized and black pipes), covering Hong Kong; Feng Hsin Iron & Steel Co Ltd, Taiwan (equal angles), covering Hong Kong.

**Desco (Hong Kong) Ltd**

**Head office:** 10th Floor, 20 Pedder Street, PO Box 586, Hong Kong. **Tel:** 5 224061.

**Telex:** 73795 desco hx. **Cables:** Descogoods.

**Management:** L. Weiss (managing director), Ho Ga Yu (director), M. Simond (director and import department manager), M. Ganz (assistant manager). **Trading personnel:** Pang Yiu Wing (sales representative, metals). **Established:** 1946. **Capital:** HK\$600,000. **Ownership:** Desco de Schulthess Holding Ltd, Switzerland.

**Activities:** Trading company active in the Far East and Europe since 1889.

**Products handled:** Steel, tinplate, blackplate secondaries, electrolytic tinplate waste waste, tinmill blackplate waste waste, CR steel sheet seconds, galvanized steel sheet seconds. Also zinc in all grades and pig lead.

**Companies represented on agency basis:** Titan Industrial Corp, New York and Dofasco—Dominion Foundries & Steel Ltd, Ontario (secondary steel products); etc.

**Members of:** Hong Kong General Chamber of Commerce.



# THE BURWILL GROUP HONG KONG

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## OFFICES

MANILA   TAIPEI   BANGKOK   JAKARTA   SINGAPORE  
LONDON   JOHANNESBURG

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## HONG KONG

**Eagle & Globe Steel (Hong Kong) Ltd**

**Head office:** E Godown 6F/S2, 54 Chai Wan Kok Street, PO Box 176, Tsuen Wan, N.T., Hong Kong. **Tel:** 12 420157. **Telex:** 65225 eabhk hx. **Cables:** Eaglobe Hong Kong.

**Management:** Peter J. Fox (managing director), Patric Tsai (sales manager). **Trading personnel:** Patric Tsai (South East Asia). **Established:** 60 years (1980). **Capital:** HK\$1,000 (issued). **Ownership:** Aurora Holdings Ltd, UK.

**Activities:** Import/export; stocks carried.

**Products handled:** Steels—tool, high speed, carbon, alloy, silver and bright mild. Area covered: South East Asia.

**Companies represented on agency basis:** Edgar Allen Balfour Steels, UK; Osborn Steels Ltd, UK; SKF Steel, Sweden.

**Frank Fehr & Co (Hong Kong) Ltd**—see Frank Fehr & Co Ltd, UK**Gibb, Livingston & Co Ltd**

**Address:** GPO Box 55, Hong Kong.

**Hanwa Co (HK) Ltd**

**Address:** Room 816-818, International Building, 141 Des Voeux Road, Central, Hong Kong. **Tel:** 5 457532. **Telex:** 75613.

**Activities:** Import/export of steels, foods, logs, fuel, etc.

**Francois d'Hardivilliers Ltd**

**Head office:** 901-2 Loong San Building, 140-142 Connaught Road, Central, Hong Kong. **Tel:** 5 434878. **Telex:** 75270. **Cables:** Hardiviler.

**Management:** K. S. Chiu (manager). **Established:** Before the Second World War.

**Activities:** Import/export.

**Products handled:** All kinds of steel products.

**Hutchison-Boag Engineering Ltd**

**Head office:** 7th Floor, Guardian House, 32 Oi Kwan Road, Happy Valley, Hong Kong. **Tel:** 5 746221. **Telex:** 73147. **Cables:** Davisack Hong Kong.

**Management:** James Chiu (director). **Trading personnel:** Norman Fung (account executive), K. S. Lau (sales manager), J. Chiu (director). **Ownership:** Subsidiary of Hutchison Whampoa Ltd, Hong Kong. **Subsidiary & associates:** Reiss, Bradley & Co Ltd, Hong Kong and China (importer and exporter and marketing).

**Activities:** Engineering trading arm of Hutchison Whampoa Ltd and consists of Hutchison Engineering Ltd, Inniss Riddle (China) Ltd and Reiss, Bradley & Co Ltd. Activities include agency, importer and marketing in Far East and China (Hong Kong and China are favoured).

**Products handled:** Metals, ferrous and non-ferrous including copper, stainless steel and tool steel. Also electrical equipment, building materials, construction equipment, mechanical plant equipment.

**Companies represented on agency basis:** Including Comsteel—Commonwealth Steel Co Ltd, Australia (steel products).



**HONG KONG****ICI (China) Ltd**

**Head office:** Swire House, 16th Floor, PO Box 107, Hong Kong. **Tel:** 5 235191. **Telex:** 73248 ichk hx. **Cables:** Impkemix Hong Kong.

**Management:** E. G. Brisley (chairman and managing director), B. S. Codling (commercial director). **Trading personnel:** Industrial products department—I. S. Brown (regional manager), E. C. K. Cheung (Hong Kong sales manager), S. M. H. Choi (product sales manager). **Established:** 1926. **Capital:** Wholly-owned subsidiary of Imperial Chemical Industries Ltd, UK.

**Products handled:** Tinplate, steel sheets including stainless, tubes, structural steel, rectangular hollow sections, etc. Also nickel, nickel alloys, mercury and chemicals.

**Companies represented on agency basis:** British Steel Corp (BSC), UK (bars, angles and plates in steel; tinplate; blackplate; galvanized steel sheets; mild steel sheets; electrical steel sheets; stainless steel sheets and other products; rectangular and circular hollow sections; steel pipes; tubes and fittings; etc.).

**C. Itoh & Co (Hong Kong) Ltd**

**Address:** 38th Floor, Connaught Centre, Connaught Road, Central, GPO Box 3454, Hong Kong. **Tel:** 5 228191-6, 5 241131-4, 5 256231-9. **Telex:** 73212 itohc hx. **Cables:** Citoth Hongkong.

**Itoman & Co (HK) Ltd**

**Address:** Room 1829-32, Star House, 3 Salisbury Road, Tsim Sha Tsui, Kowloon. **Tel:** 3 689141. **Telex:** 802 73819.

**Iwatani Sangyo (Hong Kong) Ltd**

**Address:** Room 1703, Wang Kee Building, 36 Connaught Road, Central Hong Kong. **Tel:** 5 247368-9. **Telex:** 4368 hkiwat hx.

**Jardine Matheson & Co Ltd**

**Head office:** Connaught Centre, Connaught Road, PO Box 70, Central, Hong Kong. **Tel:** 5 228011. **Telex:** 73255 jmgho hx. **Cables:** Jardines Hongkong.

**Axel Johnson Corp (HK) Ltd**

**Head office:** 803 Fourseas Building, 208-212 Nathan Road, T.S.T., Kowloon. **Tel:** 3 7211451-3. **Telex:** 37544 ajc hx. **Cables:** Ajcorp Hongkong.

**Management:** J. Christer Tullberg (general manager). **Trading personnel:** See management. **Established:** 1975. **Capital:** HK\$300,000. **Ownership:** Member of the Axel Johnson group.

**Activities:** Manufacturers' representative.

**Products handled:** Stainless steel sheets and plates, welding material, tubes and wire rods.

**Companies represented on agency basis:** Avesta Jernverks AB, Sweden and Johnson Tube BV, Netherlands covering South East Asia.

**Kanematsu-Gosho (HK) Ltd**

**Address:** 1101-7 Realty Building, 71 Des Voeux Road, Hong Kong. **Tel:** 5 220075-9. **Telex:** 73215 kgldt hx. **Cables:** Kanegold.

**Management:** M. Sakashita (general manager, South East Asia; managing director, Hong Kong office), T. Torimaru (deputy managing director). **Trading personnel:** H. Machida (manager, sales promotion), K. B. Wong (assistant sales promotion manager).

## HONG KONG

**Kanematsu-Gosho (HK) Ltd** *(continued)*

**Established:** 1975. **Capital:** HK\$17,250,000. **Ownership:** Wholly-owned subsidiary of Kanematsu-Gosho Ltd†, Japan. **Branches:** Kanematsu-Gosho has branches world-wide.

**Activities:** Import/export.

**Products handled:** Ferrous and non-ferrous metals. Also machinery, chemical products, cement, foodstuffs, logs and lumber, wool, raw cotton, yarn, cotton sheeting, sporting goods, etc.

**Members of:** General Chamber of Commerce, Hong Kong Metal Merchants Assn.

**Kawasho International (H.K.) Ltd**

**Address:** Room 1106, Gammon House, 12 Harcourt Road, Central, Hong Kong. **Tel:** 5 257331-3. **Telex:** 74785 kawa hx. **Cables:** Kawasho Hong Kong.

**Management:** Y. Sakai (managing director). **Trading personnel:** K. Mano. **Established:** 1973. **Capital:** US\$ 1 million. **Ownership:** Kawasho Corp†, Japan.

**Activities:** Import/export mainly steel products and also switch shipments between Indonesia, Africa, etc. for steel and timber. No stocks carried.

**Products handled:** Tinplate, galvanized steel for Hong Kong and Africa, etc. Also timber from Indonesia and Malaysia to Japan.

**Kawatetsu Bussan International Development (Hong Kong) Ltd**

**Head office:** Room 707, Melbourne Plaza, 33 Queen's Road Central, Hong Kong. **Tel:** 5 240537, 5 230543. **Telex:** 85051. **Cables:** Yamadeve Hongkong.

**Kinsho-Mataichi Corp**

**Address:** Room 303, Shell House, 24-8 Queen's Road, Central, Hong Kong. **Tel:** 5 259302-5. **Telex:** 73364. **Cables:** Kinshomat Hongkong.

**Kjellbergs Successors AB**

**Address:** 19-23 Austin Avenue, Room 701-2, Austin Centre, Kowloon. **Tel:** 3 68 81 87-9, 3 68 81 80. **Telex:** 74478 kabhk hx. **Cables:** Kjellbergs.

**Kosmos Trading Co**

**Head office:** 1404A Chung Kiu Commercial Building, 47-51 Shan Tung Street, Kowloon. **Tel:** 3 857994, 3 882802. **Telex:** 84232 ktco hx. **Cables:** Kosmostrade Hongkong.

**Management:** Kent K. Lo (proprietor and manager). **Established:** 1966. **Ownership:** Proprietorship.

**Activities:** Import/export and import/export agency.

**Products handled:** Stainless steel sheets, coils, tubes, bars and sections; steel and tinmill products.

**Kwong Tai Metal Co Ltd**

**Head office:** 362 Reclamation Street, Kowloon. **Tel:** 3 846676. **Telex:** 84360. **Cables:** Kwotametco Hongkong.

**Management:** Duen Lo (managing director). **Trading personnel:** Y. K. Lo (import/export). **Established:** 1946. **Capital:** HK\$5 million. **Subsidiary & associates:** Kwong Sang Metal Diecasting Mfg. Co Ltd (zinc diecasting). **Branches:** 136-140 Tai Nam Street, Kowloon; 11-13 Elm Street, Kowloon; 8-20 Block D, Chai Wan Kok Street, Tsuen Wan, Hong Kong.

**HONG KONG****Kwong Tai Metal Co Ltd** *(continued)***Activities:** Import/export, stockholding.**Products handled:** Steel plates, sheets, bars and wire. Also copper, brass and aluminium semis; zinc and zinc diecasting alloys.**Luen Fook Trading Co****Address:** Room 1303, Prosperous Building, 48-52 Des Voeux Road, Central, Hong Kong.**Activities:** Import/export.**Marubeni Hongkong Ltd****Address:** 9th Floor, Connaught Centre, Connaught Road, Central, PO Box 68, Hong Kong. **Tel:** 5 256171. **Telex:** 73228, 76231. **Cables:** Marubeni Hongkong.**Mitsubishi Corp (Hong Kong) Ltd****Address:** 30th Floor, Connaught Centre, Connaught Road Central, Hong Kong. **Tel:** 5 259341. **Telex:** 73213. **Cables:** Mitsubishi Hongkong.**Management:** H. Jinno (manager).**Mitsui & Co (Hong Kong) Ltd****Address:** 33rd Floor, Connaught Centre, 1 Connaught Place, PO Box 1255, Hong Kong. **Tel:** 5 260211. **Telex:** 73214, 73399. **Cables:** Mitsui Hongkong.**Nichimen Co (H.K.) Ltd****Head office:** 10th Floor, Liu Chong Hing Bank Building, 24-24b Des Voeux Road, Central Hong Kong. **Tel:** 5 221061-8. **Telex:** 73225 nichix. **Cables:** Nichimen Hong Kong.**Management:** T. Katsuki (chairman and managing director), T. Shimamura (deputy general manager), N. Hibi (deputy general manager). **Trading personnel:** M. Shibata (chief manager, metal department). **Established:** 1975. **Capital:** HK\$9,112,500.**Ownership:** Nichimen Co Ltd†, Japan (100%).**Activities:** Import/export.**Products handled:** Steel plates, CR and HR sheets, shapes, round bars, sheet piling, H-piling, pipes, stainless steel, etc. Also non-ferrous metals, cement, coke, telephone cable, power cable, vessels, cars, machinery, chemicals, textiles, lumber, cotton, coal, plastics, food, general merchandise.**DAYLIGHT INDUSTRIAL COMPANY LIMITED****Importers and Exporters  
Distributors and Stockists**

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Reinforcing Bars, Steel Sections, Mild Steel Plates and Sheet**1st Floor – Kayamally Building  
22 Queen's Road Central  
HONG KONG****Tel:** 5-247407/5-260513 **Telex:** 83805 DLTIN HX **Cables:** TATLEECPY

## HONG KONG

**Nichimen Co (H.K.) Ltd** (*continued*)

**Companies represented on agency basis:** Japan—Nippon Steel Corp, NKK—Nippon Kokan KK, Kawasaki Steel Corp, Sumitomo Metal Industries Ltd, Kobe Steel Ltd, Nisshin Steel Co Ltd, Toshin Steel Co Ltd.

**Nissho-Iwai (Hong Kong) Co Ltd**

**Address:** Room 1401, Swire House, 11 Chater Road, Hong Kong. **Tel:** 5 249001-8. **Telex:** 73234 nlsrk hx. **Cables:** Nisshoiwai Hongkong.

**Nomura Trading Co Ltd**

**Address:** Room 2103-5, Realty Building, 71 Des Voeux Road, Central, Hong Kong. **Tel:** 5 235171-6. **Telex:** 73238 nomur hx. **Cables:** Shinorep Hongkong.

**Okaya & Co Ltd**

**Address:** Fortune House, 5th Floor, Flat B, 61 Connaught Road, Central Hong Kong. **Tel:** 5 438242, 5 438145. **Telex:** 65252. **Cables:** Okayasteel Hongkong.

**Okura & Co (Hong Kong) Ltd**

**Address:** 14th Floor, Comfort Building, 74 Connaught Road, Central, Hong Kong. **Tel:** 5 457081. **Telex:** 73039. **Cables:** Okuraco Hongkong.

**Philipp Bros. Hong Kong Ltd**

**Address:** PO Box 3730, Central Hong Kong. **Tel:** 5 257281. **Telex:** 74134 metal hx. **Cables:** Metals Hong Kong.

**Reiss, Bradley & Co Ltd**—see Hutchison-Boag Engineering Ltd, Hong Kong**Sandvik Hongkong Ltd**

**Head office:** 803 New World Centre, 18-20 Salisbury Road, Kowloon. **Tel:** 3 676141-2. **Telex:** 74911 hx sabhk. **Cables:** Sandvik.

**Management:** T. Lonning (managing director). **Established:** 1967. **Capital:** HK\$200,000. **Ownership:** Sandvik AB, Sweden.

**Activities:** Import agency.

**Products handled:** Stainless and heat resistant steels, carbon steels, nickel alloys. Tubes and pipes, wire, strip.

**Companies represented on agency basis:** Sandvik AB, Sweden; Fagersta AB, Sweden (high speed steel) covering Hong Kong.

**Siderexport**—see Siderexport SpA, Italy**Sumitomo Corp**

**Address:** 7th Floor, Sutherland House, 3 Chater Road, PO Box 3619, Hong Kong. **Tel:** 243076, 242461, 242625. **Telex:** 73374 sumit hx. **Cables:** Sumitomo Hongkong.



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## HONG KONG

**Swire Engineering Ltd**

**Address:** Block F, Taikoo Trading Estate, 28 Tong Chong Street, Quarry Bay, Hong Kong.

**Toyo Menka Kaisha Ltd**

**Address:** 13th Floor, Melbourne Plaza, 33 Queen's Road, GPO Box 4721, Central, Hong Kong. **Tel:** 224001. **Telex:** 73218 tomen hx. **Cables:** Toyomenka Hongkong.

**United China Trading Corp**

**Head office:** Room 1302, Prosperous Building, 48-52 Des Voeux Road, Central, Hong Kong. **Tel:** 237640, 243922. **Telex:** 83071 uimpo hx. **Cables:** Unimport Hongkong.

**Trading personnel:** Lee Pui Yuen (overseas). **Established:** 1966. **Capital:** HK\$1 million. **Subsidiary & associates:** Luen Fook Trading Co, Hong Kong (import and export); United Luen Fook Trading (S) Pte Ltd†, Singapore (import and export).

**Activities:** Import into Hong Kong and re-export to Asia.

**Products handled:** Steel billets, foundry pig iron, high tensile deformed bars, mild steel round bars. Also electrolytic zinc, aluminium and foundry coke.

# Hungary

**Metalimpex**

**Address:** Május l. u. 17, H 1146 Budapest XIV. **Tel:** 216 301. **Telex:** 22 52 51. **Cables:** Metalimpex.

**Activities:** Trading, steel and metals.

**Mitsubishi Corp**

**Address:** PO Box 32, H 1531 Budapest. **Tel:** 152 992. **Telex:** 226008.

**Management:** M. Nakano.

**Pannonia**

**Address:** Bajza u. 26, H 1062 Budapest VI. **Tel:** 228 850. **Telex:** 225128. **Cables:** Panexport Budapest.

**Activities:** Export company of the Csepel Steel & Metal Works.

**Products handled:** Tubes, strip, wire, etc.

**SKF Svéd Golyóscsapág Részvénytársaság**

**Head office:** Ullői ut 55, H 1091 Budapest IX. **Tel:** 141 610. **Telex:** 22 4325. **Cables:** Eskaef.

**Management:** Karoly Serbelisz (managing director).

**Sumitomo Corp**

**Address:** Bartok Bela Ut. 3, III Em. 15, Postfach 212, H 1114 Budapest. **Tel:** 660 132. **Telex:** 226855 sumit h. **Cables:** Sumitomo Budapest.



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Cable: Khandtube



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# India

## Ampi Agencies Pvt Ltd

**Head office:** Court Chambers, 35 Sir Vithaldas Thackersey Marg, Bombay 400020. **Tel:** 298833. **Telex:** 2462, 2278, 5347 ampi in. **Cables:** Ampicom Tlx 2278.

**Management:** Directors—Morlidhar P. Shah (managing), Madhusudan M. Shah (deputy managing), Rasiklal C. Shah, Kusumchand C. Jhaveri, Dilip M. Shah, Deepak M. Shah, B. H. Antia. **Established:** 1953 (originally established as Morlidhar Premchand & Co). **Capital:** Paid-up: Rs 7,50,000. Authorised: Rs 10,00,000. **Ownership:** Private Limited. **Branches:** 9-B Bazar Marg, Pusa Road, New Delhi 110060 (Tel: 563239, 561008, 568345. Telex: 2652, 2244 and 5347 ampi in. Cables: Ampicom Tlx 2244. Mr. M. M. Shah); 6th Floor, Pollock Street, Calcutta 700001 (Tel: 262910-2. Telex: 7462 ampi in. Cables: Ampicom Tlx 7462. Mr. K. C. Jhaveri).

**Activities:** Indenting agents importing raw materials against customers own import licence on behalf of producers/exporters.

**Products handled:** Steel products including stainless. Also non-ferrous metals, industrial chemicals, agricultural chemicals, fertilisers, refractories, ferro-alloys, insulators, carbon bricks, etc.

**Companies represented on agency basis:** Including Inoxium SA†, France (stainless steel).

**Members of:** Indo French Chamber of Commerce.

## Apeejay Pvt Ltd

**Head office:** Apeejay House, 15 Park Street, Calcutta 700016. **Tel:** 247537. **Telex:** 021 7309 apj in. **Cables:** Apeejay.

**Established:** 1959. **Capital:** Authorised: Rs 10 million. Paid-up: Rs 5 million. **Ownership:** Private. **Subsidiary & associates:** Selling agents for—Steel Rolling Mills of Hindustan (Pvt) Ltd, Calcutta (rerollers of round bars, mild steel ingots and alloy steel bars, squares and flats); Surrendra Industries (Bombay) Pvt Ltd, Bombay (rerollers of round bars and light structurals; manufacturers of steel ingots, black and galvanized ERW pipes, spiral welded pipes and steel castings); Apeejay Tubes Pvt Ltd, Calcutta (manufacturers of high frequency welded steel tubes); Steelcrete Pvt Ltd, Visakhapatnam (manufacturers of high frequency welded steel tubes, alloy steel and tool steel, rerolled products and castings); Oriental Spun Pipe Co Pvt Ltd, New Delhi (manufacturers of cast iron products and bright bars). **Branches:** Trading centres (contact steel division, chemical division and general merchandise): Eastern region—Apeejay House, 15 Park Street, Calcutta 700016. Western region—Steelcrete House, 3 Dinshaw Wachha Road, Bombay 400020 (Tel: 221422. Telex: 011 6791 apl in. Cables: Steelcret). Northern region—Apeejay House, 15 Parliament Street, New Delhi 110001 (Tel: 310967, 352177. Telex: 031 2298 apj in. Cables: Apeejay).

**Activities:** Import/export and agencies.

**Products handled:** Iron and steel products, ERW and high frequency welded black and galvanized pipes, bright bars and shaftings, spiral weld pipes, ferrous and non-ferrous castings, alloy steel forged products.

**Companies represented on agency basis:** Hoogovens Estel Verkoopkantoor BV, Netherlands; Nedstaal BV, Netherlands; Kawatetsu Bussan Co Ltd†, Japan; Heine Bros. (Australasia) Pty Ltd†, Australia; Steel Sales Ltd, UK; Atlantic Merchants Ltd, UK; Ferro e Acciaio, Italy; Metallurgiehandel, East Germany.

## Associated Bearing Co Ltd

**Head office:** PO Box 1155, Bombay 400021. **Tel:** 23 22 44. **Telex:** 011 2657 abc in. **Cables:** Penball.

**Management:** Ulf Jemsby (managing director). **Trading personnel:** D. K. Sen (steel sales manager).



## INDIA

**Bajrang Iron & Steel Trading Corp**

**Head office:** 23A Netaji Subhas Road, 8th Floor, Calcutta 700001. **Tel:** 22 4125, 22 9320, 23 0839. **Cables:** Bajiron Calcutta.

**Management:** Partnership—B. L. Churiwala, R. K. Churiwala, Mrs. A. Churiwala, Mrs. P. Churiwala. **Trading personnel:** B. Churiwala, R. K. Churiwala, O. P. Churiwala, P. K. Churiwala. **Established:** 1965. **Capital:** Rs 25,00,000. **Subsidiary & associates:** Commerce Centre, Calcutta (suppliers of iron and steel materials to various government/semi-government departments); Ispat Vikash, Calcutta (suppliers of iron and steel materials to various government/semi-government departments and public undertakings).

**Activities:** Exporters, importers and manufacturer's representatives and traders in all types of iron and steel materials, maintaining large stocks of iron and steel materials and hardware.

**Products handled:** All types of iron and steel materials including plates, rounds, flats, ribbed bars, channels, joists, sheets, galvanized corrugated sheets, wire, bright bars, shaftings. Also cast iron scrap, fasteners, window sections and frames, locks, etc.

**Companies represented on agency basis:** Registered dealers of Sail—Steel Authority of India Ltd (Calcutta stockyard), and The Indian Iron & Steel Co Ltd (IISCO).

**Members of:** Calcutta Steel Dealers Assn., Steel Merchants Assn. of India.

**Bathija Corp**

**Head office:** Strand Road, Import Warehouse (N), Calcutta 700001. **Tel:** 22 0973, 22 5241. **Telex:** Titanium Calcutta.

**Management:** R. C. Bathija (chief executive). **Trading personnel:** H. K. Ghosh.

**Established:** 1962. **Capital:** Rs 5 Lakhs. **Ownership:** Proprietorship. **Subsidiary & associates:** Bathija Udyog and Bharat Udyog (manufacturers of stainless steel utensils, vessels, containers, hollowware, etc.).

**Activities:** Stockists and traders. Also has alloy steel manufactured as per specification; export and import.

**Products handled:** High speed steel; hot die steel; high carbon high chromium steel; nickel chrome steel; spring steel; carbon tool steel; tungsten tool steel; CR-V-M steel; Mn-Cr steel; Ni-Cr-Mo steel; carbon steel (high, medium and low); stainless steel sheets, rounds, squares, flats, ingots, blooms; mild steel bright bars; free cutting steel; etc.

**Members of:** Tool & Alloy Steel Assn.

**A. P. Bhatt & Co**

**Head office:** 2nd Lane, Darukhana, Bombay 400010. **Tel:** 378397, 391719, 892421. **Telex:** 011 3738 abco in. **Cables:** Risingstar (V.G) Bombay 10.

**Management:** Ashutosh P. Bhatt (proprietor). **Trading personnel:** See management.

**Established:** 1969. **Capital:** Rs 2,50,000. **Subsidiary & associates:** Ashutosh Bhatt & Co† (indenting and commission agents), A. Ramdas & Co† (trading of domestic and imported steel products, stocks carried).

**Activities:** Trading in iron and steel material (domestic and imported); stocks carried.

**Products handled:** Domestic—structurals, sheets, plates, rounds, wire rods, etc. Imported—tinplate secondaries, GP and CR sheet cuttings.

**Members of:** Iron, Steel & Hardware Merchants & Manufacturers' Chambers of India.

**Ashutosh Bhatt & Co**

**Head office:** 2nd Lane, Darukhana, Bombay 400010. **Tel:** 378397, 391719, 892421. **Telex:** 011 3738 abco in. **Cables:** Risingstar (VG) Bombay 10.

**Management:** Partners: P. L. Bhatt, A. P. Bhatt, N. J. Mehta. **Trading personnel:** See management.

**Established:** 1960. **Capital:** Rs 1,00,000. **Ownership:** Partnership.

**Subsidiary & associates:** A. Ramdas & Co† and A. P. Bhatt & Co† (trading of

## INDIA

**Ashutosh Bhatt & Co** (*continued*)

domestic and imported steel products, stocks carried).

**Activities:** Indenting agents; import/export; stocks carried by associates.

**Products handled:** Specialising in import of waste waste misprints/strips/circles of tinplate, blackplate, tin free steel and secondaries/defectives of CRCA, galvanized, colour coated, plastic coated sheets and coils, etc. and prime CRCA, tinplate and GP sheets.

**Companies represented on agency basis:** Representing as non-exclusive agents for imports to India: Coutinho, Caro & Co Ltd†, UK; Eurinter SA†, Belgium and others.

**Members of:** All India Importers Assn.

**Brijlall Shivnath, Foreign Trade Division**

**Head office:** 23A Netaji Subhas Road, Calcutta 700001. **Tel:** 23 2588, 22 5885, 22 19, 22 0925, 22 5896. **Telex:** 21 7029 bsco in. **Cables:** Shiviron.

**Management:** J. C. Majumder (financial adviser), S. K. Kakani (taxation), Sushil Kumar Saraf (shipments). **Trading personnel:** Shivnath Sharoff, Santosh Kumar Saraf and Sajjan Kumar Saraf (partners). **Established:** 1960. **Capital:** Rs 4 million. **Ownership:** See trading personnel. **Subsidiary & associates:** Ashok Enterprises, Calcutta (steel stockist). **Branches:** 6A Sudder Street, Calcutta 700016.

**Activities:** Import/export; indenting agents for exports/imports; stocks carried.

**Products handled:** All kinds of iron and steel materials including pig iron, semis, bars and rods, structurals, flat products, ingot moulds and scrap.

**Companies represented on agency basis:** Agency for various companies including Misr Import & Export Co; indent agent for Sail—Steel Authority of India Ltd.

**Members of:** Tool & Alloy Steel Assn. Ltd, Tata Scob Dealers' Assn. Ltd.

**Calcutta Hardware Store**

**Head office:** 110-1 Amherst Street, Calcutta 700009. **Tel:** 34 1859, 34 9183. **Telex:** 2770 chs in. **Cables:** Terneplate Calcutta.

**Management:** M. L. Tulsian and R. S. Tulsian (partners). **Trading personnel:** See management. **Established:** 1953. **Capital:** Rs 30,00 lakhs.

**Activities:** Importers, indenting agents and stockists.

**Products handled:** Tinmill secondaries, CR close annealed sheets, galvanized sheets, stainless steel products. Also non-ferrous metals and scrap, etc.

**Companies represented on agency basis:** Agents for Coutinho, Caro & Co Ltd†, UK (tinmill secondary products of British Steel Corp, UK).

**Members of:** Bengal National Chamber of Commerce & Industry.

**Ahmed A. Fazelbhoy (Pvt) Ltd**

**Head office:** Liberty Building, 41 Marine Lines, Bombay 400020. **Tel:** 297030-3. **Cables:** Starbeam Bombay.

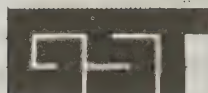
**Management:** Directors—Ahmed A. Fazelbhoy (managing), Mrs. Zeenat A. Mitha (executive), Mrs. Noorbano A. Fazelbhoy, Afzal H. Mitha, E. S. Mani. **Established:** 1931 as a partnership in the name of Ahmed A. Fazelbhoy Inc; in 1948 as a private limited company. **Capital:** Rs 1,500,000 (including cash assets). **Subsidiary & associates:** Company under the same management—Good House-Keeping Co (Pvt) Ltd (manufacturers of confectionery, and dealers in furniture, foam rubber, etc.).

**Branches:** Resident representatives in Delhi, Calcutta and Madras.

**Activities:** Importers on customers' account, indentors and dealers in locally manufactured goods.

**Products handled:** Special alloys and semi-finished steels. Also refrigeration equipment, parts, components and supplies.

**Companies represented on agency basis:** Including Republic Steel Corp, USA (stainless steel sheets, HR and CR steel sheets, strip, mechanical steel tubes, tinplate, etc.) covering India.



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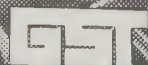
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## INDIA

**Greaves Cotton & Co Ltd**

**Head office:** 1 Dr. V. B. Gandhi Marg, PO Box 91, Bombay 400023. **Tel:** 271524. **Telex:** 011 3554, 011 5148.

**Management:** L. M. Thapar (chairman), G. Mathrani (managing director), R. D. Pusalkar (executive director), V. Venkataraman (director, marketing). **Trading personnel:** Divisional manager, metals division—M. R. Kalyanram (all India responsibility); area sales managers—V. S. Mani (northern region), B. Datta (eastern region), K. R. Dorai (southern region). **Established:** 1858. **Capital:** Paid-up: Rs 475.25 lacs. Reserves: Rs 534.75 lacs. **Ownership:** Public limited company. **Subsidiary & associates:** Subsidiaries—Ruston & Hornsby (India) Ltd, Poona (manufacturing diesel oil engines), David Brown Greaves Ltd, Poona (manufacturing reduction gears, marine gear boxes, etc.), Drayton Greaves Ltd (steam traps, rotary pressure joints, etc.), Greaves International Ltd (traders and exporters); associated—Greaves Lombardini Ltd (diesel engines), Greaves Dronsfeld Ltd (emery fillets, etc.), Greaves Foseco Ltd (foundry fluxes), Crompton Greaves Ltd (electrical goods). **Branches:** Ahmedabad, Bangalore, Bhopal, Bhubaneswar, Bombay, Calcutta, Chandigarh, Cochin, Coimbatore, Dhanbad, Gauhati, Goa, Hyderabad, Jaipur, Jamshedpur, Lucknow, Madras, Mangalore, Nagpur, New Delhi, Patna, Ranchi, Visakhapatnam and Manchester, UK.

**Activities:** Importers and manufacturers.

**Products handled:** Special steels and forged steel rolls. Also copper, zinc, lead, nickel alloys, crucibles, ceramic fibres, etc.

**Companies represented on agency basis:** Including Dunford Hadfields Ltd, UK (forged steel rolls); Associated Swedish Steels AB†, Sweden (special steels); Hoesch Handel, West Germany (various grades of carbon steels).

**Members of:** Bombay Chamber of Commerce, Indian Merchants Chamber, etc.

**Hanwa Co Ltd**

**Address:** Jolly Bhavan 2, Room 410, 4th Floor, 7 New Marine Lines, Bombay 400020. **Tel:** 294086. **Telex:** 113806.

**M. A. Hoosein & Bros.**

**Head office:** 70 Lakshmi Insc. Building, Sir P. Mehta Road, Bombay 400001. **Tel:** 269581. **Telex:** 011 2412 hoda in. **Cables:** Tropicals Bombay.

**Management:** M. M. Hoosein and H. M. Hoosein (partners). **Trading personnel:** See management. **Established:** 1934. **Capital:** Rs 200,000. **Subsidiary & associates:** Daver & Co (importers and exporters of textile mill machinery), The National Wire Heald Works Pvt Ltd, Daver Engineering Pvt Ltd. **Branches:** Resident representative in New Delhi—J. S. Guleria, D-360 Defence Colony, New Delhi 110024.

**Activities:** Import agents specialising in imports of all types of iron and steel products.

**Products handled:** HR and CR sheets, coils and strip (low, medium and high carbon); HR plates (ordinary, shipbuilding and boiler quality); HR wire rods (low, medium and high carbon); carbon steel rod including leaded; HR and CR coil and sheets for making gas cylinders; tubes and pipes all qualities particularly API standard and casing pipes, drill pipes and all pipes and fittings, etc. relating to oil drilling. Areas covered: India.

**Companies represented on agency basis:** Stalexport Foreign Trade Enterprise†, Poland (all steel products); Metalimpex, Special Steel Division, Hungary (special steels only); R. E. Daver (Japan) Ltd†, Japan (all steel products); Wilhelm Leber Steel Ltd, UK (all steel products).

**Members of:** Iron, Steel & Hardware Merchants & Manufacturers' Chamber of India.

**Independent International**

**Head office:** 1/1 Vansittart Row, Calcutta 700001. **Tel:** 23 5628, 23 6911. **Telex:** 3235 indents ca. **Cables:** Antarjatik.

**Management:** D. P. Mozumder (managing director). **Trading personnel:** S. Biswas, S. K. Biswas and G. G. Banik (executive sales engineers, plant and machinery department); S. Bhasin and U. Mozumder (senior sales executives, commodity department);



**INDIA****Independent International** (*continued*)

S. Neogi and S. Sengupta (sales executives, commodity department). **Established:** 1972. **Ownership:** Partnership. **Subsidiary & associates:** Delben Drugs (P) Ltd (manufacturer of pharmaceutical products). **Branches:** Delhi, Bombay, Hyderabad, Cuttack.

**Activities:** Agency house.

**Products handled:** Mild and carbon steel materials of any description; all types of tool, alloy and special steels. Also non-ferrous metals and alloys of any description, machine tools and industrial plant and machinery.

**Companies represented on agency basis:** Including Export-Union Düsseldorf GmbH, West Germany (mild steel, tool and alloy steel, rolls for rolling mills, industrial plant and machinery); Mitsui & Co Ltd, Japan (mild steel through the import division of Hindustan Steel Ltd, rolls for all HSL plants, etc., tool and alloy steel, etc.); Creusot-Loire, France (tool and alloy steel, stainless steel, etc.); Antwerp Steel Export, Belgium (all types of steel including pipes); Frère-Bourgeois, Belgium (all types of steel); Dohner AG, West Germany (subsidiary of Hoesch) (CR steel strip); Richd. W. Carr & Co Ltd, UK (tool and alloy steel); Frank Pickering & Co Ltd, UK (tool and alloy steel); Officine Metallurgiche Broggi, Italy (CR steel strip); Sté Etilam-Gravigny (EG), France (CR steel strip and coated strip); The Effingham Steel Works Ltd, UK (CR steel strip); Heinrich Reining GmbH, West Germany (tool and alloy steel); Spartan Redheugh Ltd, UK (special steel plates, etc.).

**Members of:** Indo-German Chamber of Commerce.

**India Factory**

**Head office:** 5A Robinson Street, Calcutta 17. **Tel:** 44 0032, 44 0069, 44 1649. **Telex:** 3218. **Cables:** Stepright.

**Management:** Partners—P. D. Tulsyan (managing), S. N. Tulsyan, K. L. Tulsyan.

**Trading personnel:** M. L. Dalmia (general manager, foreign trade division).

**Established:** 1942. **Capital:** Rs 20,00,000. **Ownership:** Partnership. **Subsidiary & associates:** Bharat Tin & Enamel Co (P) Ltd, G.D.A. Chemicals Ltd, Syno-Chem Laboratories, Tulsyan Udyog (manufacturers of sheet metal products and iron and steel merchants), Nidhi Enterprises, Narayani Iron Stores (iron and steel merchants).

**Branches:** Madras, Bangalore, Patna, Hyderabad.

**Activities:** Mainly engaged in imports, exports and trading in ferrous and non-ferrous metals. Warehouses at Calcutta and group warehouses at Madras, Bangalore, Hyderabad and Patna.

**Products handled:** All types of prime and defective mild steel materials, mostly tinplate, blackplate, galvanized sheets, CR and HR sheets, plates, structurals, rounds, etc. Speciality—flat products including tinplate waste waste, blackplates, sheets, including defectives and cuttings.

**Companies represented on agency basis:** Authorised dealers of—The Tata Iron & Steel Co Ltd (Tisco), The Indian Iron & Steel Co Ltd (IISCO), Sail—Steel Authority of India Ltd, The Tinplate Co of India Ltd. Through Narayani Iron Stores and a further member of the group covering all India.

**Members of:** Merchant Chamber of Commerce; Steel Merchants Assn. of India; Calcutta Chamber of Commerce; Iron, Steel & Hardware Merchants & Manufacturers' Chamber of India; and various other trade bodies in India.

**India Metal Agencies**

**Head office:** India House, 2nd Floor, PO Box 1966, Opp. G.P.O., Bombay 400001. **Tel:** 26 1978, 26 5456, 26 8736, 26 9689. **Telex:** 011 5140 imet in. **Cables:** Wideeye.

**Management:** H. V. Mody, N. H. Mody and A. H. Mody (partners). **Trading personnel:** G. V. Adkoli and R. K. Doshi (sales engineers). **Established:** 1949. **Capital:** Rs 1,200,000. **Ownership:** Private partnership. **Subsidiary & associates:** India Metal (Overseas) Corp, Universal Agencies and India Engineering & Metal Corp (represent well known international companies); Micronix Control Corp (manufacturing division,

## INDIA

**India Metal Agencies** (*continued*)

micro motors). **Branches:** Representatives all over India.

**Activities:** Import house, handling on agency basis.

**Products handled:** Steel products. Also non-ferrous metals and semis, valves, pipe fittings, cables, etc.

**Companies represented on agency basis:** Including Siderexport SpA†, Italy (steel sections, rounds, hollows, plates, sheets); ALZ NV, Belgium (stainless steel plates, sheets, strip).

**The Indian Tube Co Ltd**

**Head office:** 43 Chowringhee Road, Calcutta 700071. **Tel:** 44 2311, 44 8366.

**Telex:** 021 7511 iteecee ca 7511. **Cables:** Iteecee.

**Management:** Directors—H. Chakravarti (managing), N. V. Raghavan (technical), R. K. Bhasin (resident). **Trading personnel:** B. S. Chawla (director, marketing and sales), S. L. Patel (chief marketing manager). **Established:** 1954. **Capital:** Rs 11,93,25,000 (issued, subscribed and paid-up). **Branches:** Transport Depot Road, Calcutta 700027; Orient House, Mangalore Street, Ballard Estate, Bombay 400038; Seema Chambers, Relief Road (Near Vijli Ghar), Lal Darwaja, Ahmedabad 380001; Socheta Bhawan, 11A Vishnu Digambar Marg, New Delhi 110001; B/X/178 Double Storey, Industrial Estate, Sonapat 131001; Arul Manai, 26 Whites Road, Madras 600014; 90/240 Itikharabad, Kanpur 208001; B-16 Focal Point, Dhandari Kalan, Ludhiana 141003. Works—Jamshedpur, Bihar.

**Activities:** Manufacture and sale of steel tubes and CR steel strip; import agency.

**Products handled:** Steel tubes (imported).

**Companies represented on agency basis:** British Steel Corp (Tubes) Exports Ltd, UK (steel tubes, tubular products and fittings, tubular products for the oil industry, steel tubes for high temperature service, thick-walled mechanical tubes, rectangular and square hollow sections, general purpose tubes. Fin tubes through the Extended Surface Tube Co); British Steel Corp (BSC), UK (victaulic joints, Viking Johnson couplings and accessories).

**Members of:** Bengal Chamber of Commerce & Industry; Indian Engineering Assn.; Indian Standards Institution; American Petroleum Institute (API), USA.

**Industrial Importers Pvt Ltd**

**Head office:** 34 Stephen House, 4 B.B.D. Bagh East, PO Box 2353, Calcutta 700001.

**Tel:** 23 69 51-3. **Telex:** 21 7425 iipl in. **Cables:** Indengimp.

**Management:** Directors—F. P. Master (managing), M. Master, K. D. Sheth. **Trading personnel:** R. Ramanan (Calcutta), K. K. Mitter (New Delhi), U. D. Khandkey (Bombay). **Established:** 1946. **Capital:** Paid-up: Rs 300,000. Authorised: Rs 10,00,000. **Ownership:** Private. **Branches:** 4-C/1 Court Chambers, 35 New Marine Lines, PO Box 11002, Bombay 400020 (Tel: 298231, 255766. Telex: 011 2819 iipl in. Cables: Indengimp Bombay); Liaison office—M-132 Connaught Circus, New Delhi 110001 (Tel: 351640. Telex: 031 2084 iipl in. Cables: Indrep New Delhi).

**Activities:** Import and export.

**Products handled:** Iron and steel products. Also ferro-alloys, engineering goods, chemicals.

**Companies represented on agency basis:** Including Cockerill, Belgium (iron and steel products, engineering goods, etc.). Covering the whole of India.

**Members of:** The International Fence Industry Assn., USA; Iron & Steel Hardware Merchants Assn.; Oriental Chamber of Commerce; Engineering Export Promotion Council; Steel Exporters' Assn.

**C. Itoh & Co Ltd**

**Addresses:** 504 New Delhi House, 27 Barakhamba Road, PO Box 410, New Delhi 10001 (Tel: 46328, 44435, 43624, 40783, 40360. Telex: 31 2515 cito in. Cables: Citoh Newdelhi); 7 Old Court House Corner, PO Box 1276, Calcutta 1 (Tel: 033 26

## INDIA

**C. Itoh & Co Ltd** (continued)

1720. Telex: 21 7556 cito in. Cables: Citohcal Calcutta); Atlanta Building, 6th Floor, 209 Backbay Reclamation, Nariman Point, Bombay 400121 (PO Box 10113, Bombay 400001) (Tel: 2450570, 241069, 240589, 240540. Telex: 011 2509 itoh in. Cables: Itohrep Bombay).

**A. Johnson & Co (India) AB**

**Address:** 10 Princep Street, Calcutta 700072. **Tel:** 23 6674. **Telex:** 2316 ajcoind ca. **Cables:** ajcoindia.

**Kejriwal Enterprises**

**Head office:** 5b Clive Ghat Street, Calcutta 700001. **Tel:** 22 1985, 22 8442, 22 1173. **Telex:** 021 7627 keje in. **Cables:** Damascend.

**Management:** R. S. Kejriwal and N. M. Kejriwal (partners). **Trading personnel:** See management. **Established:** 1967. **Capital:** Rs 4 million. **Ownership:** Partnership, registered under the Indian Partnership Act, 1932. **Subsidiary & associates:** United Steel & Bearing Co (importers, agents, stockists of alloy tool and special steels). **Branches:** 1-21 Asaf Ali Road, New Delhi 2 (Tel: 261672, 264524. Telex: 031 2908 keje in. Cables: High Speed); 95 Master Nagin Das Road, Fort, Bombay 400001 (Tel: 272179).

**Activities:** Import/export, stocks carried.

**Products handled:** Alloy and special steel products—high speed steel, hot die steel, cold die steel, die blocks, stainless steel and alloy constructional steel in bars, sheets and tube form.

**Members of:** Tool & Alloy Steels Assn.; Iron, Steel & Hardware Merchants & Manufacturers' Chambers of India.

**KMW-Johnson Ltd**


**Head office:** 10 Princep Street, Calcutta 700072. **Tel:** 23 34 42. **Telex:** 2316. **Cables:** Pampmachine.

**Management:** M. K. Mitra (chairman). **Ownership:** Member of the Axel Johnson group. **Branches:** Court Chambers, 35 New Marine Lines, Bombay 400020 (Tel: 29 86 48. Telex: 5188. Cables: Johnsoncoy).

**Activities:** Import.

**Products handled:** Stainless steel plates, sheets, strip, bars, tubes, valves, welding electrodes and wires; high speed steel strip and rods.

**Companies represented on agency basis:** Avesta Jernverks AB, Sweden (stainless products) for India.



**RATHI ALLOYS & STEEL LIMITED**  
 3-A VANDHANA, II, TOLSTOY MARG,  
 NEW DELHI-110 001  
 Phone 45923 Gram RATHIALLOY Telex ND-2961

*Manufacturers of*

Mild Steel, High Tensile & Alloy Steel Wire Rods  
 Structural including Silico Manganese Flats for  
 Automobiles & Rolling Stock  
 Low grades of Alloy Steels for forging Industry  
 Cold Twisted Deformed Bars

## INDIA

**C. Lakhotia & Sons**

**Head office:** 2 India Exchange Place, Calcutta 700001. **Tel:** 22 4486, 22 4889. **Telex:** 21 3353 lakh in. **Cables:** Promsagent Calcutta.

**Management:** Partners—C. Lakhotia (manager) and N. Lakhotia. **Trading personnel:** Senior partners—D. Lakhotia (North and West India) and R. Lakhotia (East India); partner—Y. Lakhotia (South India). **Established:** 1970. **Capital:** Rs 1 million.

**Ownership:** A family concern, owned by a father and his four sons. **Subsidiary & associates:** C. Lakhotia & Sons (P) Ltd, Calcutta and New Delhi (agents for casting powder, chemicals, etc.); Lakhotia International, Calcutta and New Delhi (indenter of non-ferrous metals and chemicals). **Branches:** 401 Saraswati House, 27 Nehru Place, New Delhi 110019 (Tel: 681676. Telex: 31 4437 Ison in. Cables: Promsagent New Delhi).

**Activities:** Import/export agency; no stocks.

**Products handled:** All types of steel including alloys. Specialities—electrical steel sheets, CR and HR sheets; also copper tubes and secondary items.

**Companies represented on agency basis:** Including John Lysaght (Australia) Ltd, Australia (electrical steel sheets, cold reduced sheets, galvanized plain sheets and corrugated sheets, secondary items, etc.). Market area covered: India.

**Maharashtra Steel Industries—see Maroo (Steels) & Co****Mahindra & Mahindra Ltd**

**Head office:** Steel division—Hall & Anderson Building, Park Street, Calcutta 700016. **Tel:** 24 8421. **Telex:** 0217211. **Cables:** Jeepskal Calcutta.

**Management:** Board directors—Keshub Madhinda (chairman), Akbar Hydari, Harish Mahindra, Suresh Mahindra, Yogindra N. Mafatlal, F. K. F. Nariman, Roy D. Chapin Jr., M. V. Sohoni, K. S. Basu, L. H. Weaks, I. Chatterjee (executive), B. R. Sule (executive), Somnath Roy (executive), J. S. Karkal (executive), B. de Souza (executive). **Trading personnel:** Steel division: head office—Somnath Roy (executive director), S. Bhattacharjee, S. Bose, R. Chakravarti; Bombay office—V. N. Mehta; Madras office—M. B. Nagarajan; New Delhi office—R. Ramakrishnan. **Established:** 1945. **Capital:** Rs 77,200,000. **Ownership:** Public limited company. **Subsidiary & associates:** Mahindra Ugine Steel Co Ltd (producer of tool, alloy and special steels). **Branches:** Steel division—Mehta Chambers, 13 Mathew Road, Bombay 400004 (Tel: 359131. Telex: 0115944. Cables: Jeeps Bombay); 175/1 Mount Road, Madras 600002 (Tel: 83891. Telex: 041313. Cables: Jeepmas Madras); 8 Parliament Street, New Delhi 110001 (Tel: 310918. Telex: 0312203. Cables: Jeepsdel New Delhi).

**Activities:** Import/export.

**Products handled:** Steel division—joists, channels, angles, tees, squares, rounds, flats, plates (including shipbuilding, boiler quality and chequered), sheets and sheets in coils, tool and alloy steel, stainless steel, electrical steel sheets.

**Members of:** Steel Importers Assn. of India, Steel Exporters Assn. of India.

**Maroo (Steels) & Co**

**Head office:** 305 Giriraj, Sant Tukaram Road, Bombay 400009. **Tel:** 32 89 76, 32 76 73. **Telex:** 011 4559 maru in. **Cables:** Silvagent.

**Management:** S. B. Maroo (managing partner), V. A. Agarkar (manager ITD, import and export), N. K. Ladda (manager, home sales). **Trading personnel:** See management. **Established:** 1958. **Capital:** Rs 500,000. **Ownership:** Partnership.

**Subsidiary & associates:** Maharashtra Steel Industries, Bombay and Maroo Enterprises Bombay (trading, stockholding, home sales of mild steel, iron and steel products).

**Activities:** Stockholders, trading, indenting agents for imports of flat products, exporters of reinforcing round bars, structurals and other steel based engineering items.

**Products handled:** Import—cold rolled and hot rolled steel sheets, GP sheets, hot rolled plates, re-rollable steel scrap; export—mainly mild steel reinforcing rounds and



**INDIA****Maroo (Steels) & Co** (*continued*)

other structurals; domestic sales—mild steel products, all types of primary and secondary steel.

**Companies represented on agency basis:** Registered dealers of Sail—Steel Authority of India Ltd, The Tata Iron & Steel Co Ltd (Tisco), The Indian Iron & Steel Co Ltd (ISCO).

**Members of:** Bombay Iron Merchants Assn.; Iron, Steel & Hardware Merchants & Manufacturers' Chamber of India.

**Marubeni Corp**

**Addresses:** Bank of Baroda Building, 16 Parliament Street, New Delhi 110001 (Tel: 310066, 310220, 312618. Telex: 2288. Cables: Marubeni Newdelhi); Mittal Chamber, Block 25, 2nd Floor, Nariman Point, Bombay 400021 (Tel: 294545, 317715, 257698. Telex: 0112367. Cables: Marubeni Bombay); Poonam Chambers, 3rd Floor, 5/2 Russel Street, GPO Box 2216, Calcutta 700071 (Tel: 24 3144, 24 3307, 24 3179. Telex: 7224. Cables: Marubeni Calcutta); Mount View, 5th Floor, 132 Mount Road, PO Box 457, Madras 600006 (Tel: 82588, 82699. Telex: 335. Cables: Marubeni).

**Minerals & Metals Trading Corp of India Ltd**

**Head office:** Express Building, 9 & 10 Bahadur Shah Zaffar Marg, PO Box 7051, New Delhi 110002. **Tel:** 263413. **Telex:** 2285, 2934. **Cables:** Ememtic.

**Management:** D. K. Dhaon (chairman), V. S. Bhatnagar (director, export and import trade), G. Ramaswamy (director, fertilisers), A. C. Bose (director, finance and administration).

**Trading personnel:** Including Senior general managers—H. R. Chaturvedi (personnel), S. Rangachari (manganese ore and other ores), M. K. Srinivasan (aluminium import and export products). General managers—Suresh Narain (non-ferrous metals except aluminium), S. K. Agrawal (iron ore), Tirath Ram (accounts), H. K. Raina (economic research and management services), B. C. S. Kanungo (fertiliser raw materials), P. K. Shastri (finance), P. K. Majumdar (stainless steel), V. N. Bhardwaj (finished fertilisers), Amar Nath (diamonds). Chief engineer—I. S. Duggal (building cell and general branch). **Established:** 1963. **Capital:** Authorised: Rs 25 crores. Subscribed and paid-up: Rs 21 crores. **Ownership:** State. **Subsidiary & associates:** Mica Trading Corp of India Ltd, Patna, India. **Branches:** Bombay, Calcutta, Madras, Vishakhapatnam, Goa, Cuttak, Nalda and Haldia; Tokyo, Japan.

**Activities:** Export/import.

**Products handled:** Imports of stainless steel, finished fertilisers, raw materials for fertilisers, non-ferrous metals, and selected industrial raw materials (raw asbestos, fluorspar, etc.). Exports of iron ore, manganese ore, chrome ore, barytes, coal and coke, sillimanite, bauxite, bentonite, granite and other ores.

**Mitra Agencies Pvt Ltd**

**Head office:** 404 Arun Chambers, Tardeo Road, Bombay 400034. **Tel:** 372160, 372335. **Telex:** 011 2665, 011 5448. **Cables:** Mitragency Bombay.

**Management:** H. P. Mitra (managing director), K. R. Sharma (director), R. P. Mitra (director). **Established:** 1965. **Ownership:** Private limited company. **Branches:** P-35 India Exchange Place, Calcutta 700001 (Tel: 228612-3. Telex: 021 7451); 606 Ansal Bhawan, 16 Kasturba Gandhi Marg, New Delhi 110001 (Tel: 388411, 388462. Telex: 031 3122); 2 Anandapuram, Madras 600004 (Tel: 73626. Telex: 041 494).

**Activities:** Brokers specialising in sale and purchase of commodities on behalf of overseas suppliers/buyers.

**Products handled:** All carbon steel items, rolled products, tinplate, galvanized sheets, etc.

**DO NOT FORGET** to look in Late Notes for late entries and amendments

## INDIA

**Mitsui & Co Ltd**

**Address:** 6th Floor, Hindustan Times House, 18-20 Kasturba, Gandhi Marg, PO Box 419, New Delhi 110001. **Tel:** 382037-9, 381384. **Telex:** 312279, 312627. **Cables:** Mitsui Newdelhi.

**Offices:** Calcutta, Madras, Bangalore, Bombay, Goa, Paradeep.

**Mody Bros.**

**Head office:** 15/4 Sunflower, 99 Cuffe Parade, Bombay 400005. **Tel:** 212594, 217046. **Telex:** 11 6046 mody. **Cables:** Modymet Bombay.

**Management:** Directors—Anil Manehlal Mody, Niranjan Manehlal Mody, Premchand Manehlal Mody. **Trading personnel:** See management. **Established:** 1962. **Capital:** Rs 1 million. **Ownership:** Mody brothers. **Subsidiary & associates:** Mody Exports (exporters of engineering and handicrafts), Mody Enterprises (agents). **Branches:** 5 Clive Row, PO Box 758, Calcutta 700001.

**Activities:** Import/agency; no stocks carried.

**Products handled:** Prime and secondary, mild steel, tool alloy and special steels, stainless steel pipes and tubes, tinmill blackplate, tinplate. Also non-ferrous metals, re-rollable and other ferrous scrap. Main areas covered: Bombay and Calcutta.

**Members of:** Steel Chamber, Bombay.

**Nathani Steel Pvt Ltd**

**Head office:** Vidya Vihar, Bombay 400086. **Tel:** 58 32 71. **Telex:** 011 2774 nathani, 011 4357 natimex. **Cables:** Steelking.

**Management:** Chairman—Sultan A. Nathani; directors—H. G. Chinoy (managing), Ikbāl S. Nathani (managing), Akber M. Muljani (technical), L. B. Kazani (finance), Arif S. Nathani, Asif S. Nathani, M. J. Zaveri. **Trading personnel:** Ikbāl S. Nathani (managing director), Ram Bhadsavle (deputy general manager, engineering division), A. S. Merchant (senior executive, scrap division), Shiraz K. Dossani (executive, exports).

**Established:** 1952. **Capital:** Authorised: Rs 50 lakhs. **Subsidiary & associates:** Nathani Automotive Products Pvt Ltd (manufacturers of water pumps, oil pumps and other automobile ancillaries), Nathani Handling & Transport Co (warehousing and handling all bulk commodities), Nathani Import & Export Pvt Ltd (marketing and trading), Bombay Container Terminal (container freight station). **Branches:** 15-A Bombay Poona Road, Poona 3; Mohsin Villa, Opp. Race Course, Old Malekpath, Hyderabad; 202 Sethi Bhavan, Rajendra Place, New Delhi 110008; Shantiniketan, Room 10, 4th Floor, 8th Camac Street, Calcutta 700017.

**Activities:** Manufacturing, import/export, stockholding.

**Products handled:** Iron and steel products; ferrous, non-ferrous and alloy scrap; ferro-alloys; non-ferrous alloys; raw materials; steel fabricating; etc.

**Members of:** Bureau International de la Récupération (BIR), Belgium; Iron & Steel Scrap Assn. of India; Assn. of Indian Engineering Industry; All India Manufacturers' Assn.

**New India Exports Pvt Ltd**

**Head office:** New India Centre, 17 Cooperage Road, Bombay 400039. **Tel:** 231649, 240137, 240230. **Telex:** 11 3523 sslh in. **Cables:** Promptship Bombay.

**Management:** R. M. Desai, S. B. Shah and N. R. Desai (directors); R. C. Doshi (general manager); A. K. Ghoshal (export manager); A. V. Bhansali (deputy finance manager).

**Trading personnel:** V. N. Krishnamoorthi (USA, Canada and Europe), R. D. Kumar (Middle East and Africa), N. L. Ganjawalla (South East Asia, Australia and New Zealand). **Established:** 1972. **Capital:** Rs 250,000. **Subsidiary & associates:** Associates—Special Steels Ltd, Bombay (drawing of mild steel, high carbon, alloy and stainless steel wire); Precision Fasteners Ltd, Bombay (manufacture of high tensile bolts, nuts, etc.); Metazinc Pvt Ltd, Bombay (manufacture of zinc oxide); Padma Chemicals, Bombay (manufacture of zinc dust).

**INDIA****New India Exports Pvt Ltd** (*continued*)**Activities:** Import/export agency.**Products handled:** Wide range of wire including auto and cycle bead, galvanized, barbed, mild steel, spring steel, high carbon, and copper coated. Also zinc oxide and sheet glass, etc.**Companies represented on agency basis:** Including Special Steels Ltd, India (all types of high carbon, high tensile and mild steel wire (coated and uncoated); bright bars and shafting; barbed wire and wire nails) covering the world.**Members of:** Engineering Export Promotion Council, Federation of Indian Export Organisation, All India Importers Assn., Steel Exporters Assn.**Nichimen Co Ltd****Addresses:** Block A, 8th Floor, Govt. Place North, Calcutta 700001 (Tel: 23 2616, 23 3497. Telex: 7458. Cables: Nichimen Calcutta). Maker Bhavan 2, 6th Floor, 18 New Marine Lines, Bombay 400020 (Tel: 251015, 257379, 251380. Telex: 3405. Cables: Nichimen Bombay). 503 Surya Kiran Building, Kasturba Gandhi Marg, New Delhi 110001 (Tel: 388349. Telex: 3138. Cables: Nichimen Newdelhi).**Okura & Co Ltd****Addresses:** World Trade Center Building, 14/1 B Ezra Street, Calcutta 1 (Tel: 26 8530-1, 26 7123. Telex: 217610. Cables: Okura Calcutta); Ashoka Estate, 24 Barakhamba Road, New Delhi 110001 (Tel: 40910, 40923. Telex: 312519. Cables: Okuraco Newdelhi).**Orient Impex****Address:** 86 Third Street, Karpagam Avenue, Madras 28.**Activities:** Indenting agents for various steel mills in Europe.**Sri Padmanabha & Co****Head office:** 12 Eighth Street, Gopalapuram, Madras 600086. **Tel:** 73044. **Telex:** 041 7606 pse in. **Cables:** Olympia.**Management:** P. E. Shankar (managing partner), P. E. Ramanan (partner), P. E. Ramakrishnan (partner), S. S. Mani (partner), S. S. Ramanan (chief sales executive).**Trading personnel:** P. E. Shankar (overall administration), P. E. Ramanan (south Indian sales), P. E. Ramakrishnan (central Indian sales), P. E. Ganesh (technical), S. S. Mani (western Indian sales), S. S. Ramanan (northern Indian sales and special assignments). **Established:** 1966. **Ownership:** Partnership. **Subsidiary & associates:** Orient Impex, Madras (indenting agents of various steel mills of Europe). **Branches:** 4/63 Mallika, R. B. Mehta Road, Gnatkopar East, Bombay 400077; 222 D D A Flats, Hauz Khas, Safdarjang Dev. Area, New Delhi 16; D 16/6, Paper Mill Colony, Nishatganj, Lucknow 226006; 15/C, Cooperative Colony, K. K. Pudur, Coimbatore 641038; C 39, B E L Colony, Jalahalli, Bangalore 560013.**Activities:** Indenting agents (imports) of various European steel and machinery manufacturers. No stocks.**Products handled:** Seamless and welded steel tubes, for boilers, automobiles, etc.; high speed steel rounds, squares, flats, strip, wire rods, etc.; high grade steel strip, sheets, bars, wire, etc. Also non-ferrous tubes, strip and sheets, etc.; special cutting tools; special furnace equipment; special springs.**Companies represented on agency basis:** Including Benteler-Werke AG, West Germany (steel tubes); Fagersta AB, Sweden (high speed steel); Stahlwerk Westig GmbH, West Germany (high grade steel). Market area covered: India.**Members of:** Indo-German Chamber of Commerce & Industry.

## Parikh Steel Pvt Ltd

**Head office:** 116 Stephen House, 4 Dalhousie Square East, PO Box 578, Calcutta 700001. **Tel:** 239760, 434843, 435242. **Telex:** 021 2695. **Cables:** Prosperity.

**Management:** A. V. Parikh (managing director), R. A. Parikh (executive director), Kewal Puri (executive director), C. R. Dasgupta (manager). **Trading personnel:** A. V. Parikh (administration), R. A. Parikh and Kewal Puri (procurement, sales). **Established:** 1971. **Capital:** Rs 5,00,000. **Ownership:** Private limited company. **Subsidiary & associates:** Sales Development Services (P) Ltd, New Delhi. **Branches:** Jeevan Deep, 5th Floor, Parliament Street, New Delhi 110001 (Tel: 310031, 322630, 350133. **Telex:** 031 2814. **Cables:** Intexport).

**Activities:** Import/export; agents; local distribution.

**Products handled:** Iron and steel products including bars, billets, sheets, GC sheets, angles, beams, channels, plates, tinplates, wire products, pipes, hot rolled coils. Also cement and fertilisers.

**Companies represented on agency basis:** Eurinbel SA, Belgium (secondaries including tinplate waste waste); Voest Alpine Intertrading GmbH, Austria (all kinds of steel products including billets, hot rolled coils, plates, sheets; cement and fertilisers); La Magona d'Italia SpA, Italy (prime galvanized sheets and tinplates); The Tata Iron & Steel Co Ltd (Tisco), India (authorised dealers).

**Members of:** Calcutta Dealers Assn. Ltd, All India Steel Exporters Assn.

## Protos Engineering Co Pvt Ltd

**Head office:** 173 Jamshedji Tata Road, Churchgate, Bombay 400020. **Tel:** 240134. **Telex:** 2506. **Cables:** Protodyn.

**Management:** H. D. Grabenhorst and N. N. Kapadia (managing directors). **Trading personnel:** Department managers—P. L. Gupta (Bombay), B. K. Malaviya (New Delhi), P. Cherian (Madras), A. K. Sen (Calcutta). **Established:** 1949. **Capital:** Rs 5 million. **Branches:** E Block, Connaught Place, New Delhi 110001; 4 Patullos Road, Mount Road, Madras 600002; 20 Rajendra Nath Mookherjee Road, Calcutta 700001.

**Activities:** Sole selling agencies for import.

**Products handled:** Steel. Also machinery and plant for various industries.

**Companies represented on agency basis:** Thyssen Stahlunion GmbH, West Germany (steel tubes); Thyssen Edelstahlwerke AG (TEW), West Germany (tool and alloy steel); Fried. Krupp Hüttenwerke AG (FKH), West Germany (forgings); Wälzlagerrohr AG, West Germany (ball bearing tubes).

**Members of:** Indo-German Chamber of Commerce, Bombay and Düsseldorf.

## A. Ramdas & Co

**Head office:** 2nd Lane, Darukhana, Bombay 400010. **Tel:** 378397, 391719, 892421. **Telex:** 011 3738 abco in. **Cables:** Risingstar (V.G.) Bombay 10.

**Management:** D. P. Bhatt (partner). **Trading personnel:** See management. **Established:** 1960. **Capital:** Rs 98,000. **Subsidiary & associates:** Ashutosh Bhatt & Co† (indenting and commission agents), A. P. Bhatt & Co† (trading of domestic and imported steel products, stocks carried).

**Activities:** Trading (imports and domestic) in iron and steel material; stocks carried.

**Products handled:** Imports—tinplate waste waste, misprints, circles, strip, CR close annealed defectives, GP defectives, etc. Domestic—all iron and steel products.

**Members of:** Iron, Steel & Hardware Merchants & Manufacturers' Chambers of India; Bombay Iron Merchants' Assn.

## Sandvik Asia Ltd

**Address:** Bombay Poona Road, Poona 411012 (PO Box 40, Poona 411001). **Tel:** 82 491-5, 83 491. **Telex:** 0145225, 0145437. **Cables:** Coromant.



## INDIA

**Sandvik Far East Ltd AB**

**Address:** Air India Building, 7th Floor, Nariman Point, Bombay 400021 (PO Box 1211, Bombay 400001). **Tel:** 234 249. **Telex:** 0112600. **Cables:** Sandvikind.

**Skefko India Bearing Co Ltd**

**Head office:** Mahatma Gandhi Memorial Building, Netaji Subhas Road, Bombay 400002. **Tel:** 313567. **Telex:** 011 4721 skf in. **Cables:** Skefko Bombay.

**Management:** Krishan Chand (president). **Trading personnel:** D. K. Sen (head of steel sales), P. Chellappa (sales engineer, steel). **Subsidiary & associates:** Associated with all SKF companies worldwide. **Branches:** Nilhat House, 7th Floor, R. N. Mukerjee Road, Calcutta 700033 (A. Chaudhuri, branch manager); 2-E/1 Chopra Mansion, Jhandewala Extension, Link Road, New Delhi 110055 (P. R. Khanna, branch manager); Hamid Building, Mount Road, Madras 600006 (A. M. Patil, branch manager).

**Activities:** Import agency, no stocks carried.

**Products handled:** Seamless steel tubes; bars; billets; wire rods; drawn wire; rolled/forged rings; hardened and tempered, CR steel strip; soft magnetic iron (strip/rounds/ovals). Also metal/bi-metal band saws and oil injection couplings).

**Companies represented on agency basis:** SKF Steel AB, Sweden (all products); SKF Steel Strip AB, Sweden (all products); SKF Steel Trade AB, Sweden (all products). Market area covered: India.

**Steel Authority of India Ltd, Central Marketing Organisation**

**Addresses:** Export and import department: Export division—5th Floor, Industry House, 10 Camac Street, Calcutta 700017 (Tel: 44 2316. Telex: 021 2490 sil ca, 021 2161 sil ca. Cables: Sailexim Calcutta); Import division—6th Floor, Hansalaya Building, 15 Barakhaya Road, New Delhi 110001 (Tel: 44323. Telex: 031 3986. Cables: Sailexim New Delhi).

**Sumitomo Corp**

**Addresses:** 4th Floor, Kailash Building, 26 Kasturba Gandhi Marg, New Delhi 110001 (Tel: 44281-4. Telex: 312487 scnd in, 314047 scnd in. Cables: Sumitomo Newdelhi). 24-B Shakespeare Saranee, PO Box 9033, Calcutta 700017 (Tel: 44 2621, 44 3180, 44 3189. Telex: 217897 sumit ca. Cables: Sumitomo Calcutta). 12th Floor, Bakhtawar Building, Nariman Point, Bombay 400021 (Tel: 022 032060, 022 232081, 022 232094. Telex: 112470 scby in, 114335 scby in. Cables: Sumitomo Bombay). 546 Mount Road, Madras 600018 (Tel: 440092, 443995. Telex: 41434 scms in. Cables: Sumitomo Madras).

# **PARIKH STEEL**

PRIVATE LIMITED

**INTERNATIONAL STEEL TRADERS****NEW DELHI**

JEEVAN DEEP  
PARLIAMENT ST.  
NEW DELHI 110001/INDIA

TELEX: 031-2814/3988 PSPL IN  
PHONE: 353365/310031

**CALCUTTA**

STEPHEN HOUSE  
4 DALHOUSIE SQ. EAST  
CALCUTTA 700001/INDIA

TELEX: 021-2695 PSPL IN  
PHONE: 23 9760/23 4757

## INDIA

**TI & M Sales Ltd**

**Head office:** United Bank of India Building, Import Division, Sir Pherozshah Mehta Road, PO Box 1308, Bombay 400001. **Tel:** 250903. **Telex:** 2216 tims in. **Cables:** Tubeind Bombay.

**Management:** M. V. Subbiah (managing director), R. R. Virmani (general manager, import division). **Trading personnel:** S. Vikayakumar (sales manager), K. D. Dharamsi (deputy sales manager), R. K. Singh (senior sales officer), D. J. Vazirani (sales administration officer). **Established:** 1947. **Capital:** Rs 25,00,000. **Ownership:** Public limited company in which Tube Investments Ltd, UK have 40% equity.

**Subsidiary & associates:** Associated—TI Cycles of India (manufacturers of bicycles), Tube Products of India (manufacturers of ERW steel tubes and strip), TI Diamond Chain Ltd (manufacturers of roller chains), TI Miller Ltd (manufacturers of dynamos and lamps), Bundy Tubing of India Ltd (manufacturers of Bundy tubes). **Branches:** Tiam House, 28 Rajaji Road, PO Box 1960, Madras 600001; 9 & 10/3, Asaf Ali Road, PO Box 7087, New Delhi 110002; Mineral House, 4th Floor, 27A Camac Street, PO Box 9151, Calcutta 700016.

**Activities:** Agents/representatives; canvassing business for products made by overseas principals.

**Products handled:** Seamless steel tubes, HR steel tubes, flats and sections, HR steel strip, forgings including flanges and fittings, rolled steel rings, steel wire. Also aluminium rolled products and extrusions; magnesium alloys; titanium, tantalum and nickel alloys; slab zinc; aluminium foil; and machines for tube production; slitter rewinders for paper and plastics; automatic welding, brazing and profile cutting machines; commercial catering equipment; mechanical seals; roller chains; marine boilers; graphite heat exchangers; oilfield equipment.

**Companies represented on agency basis:** Including TI Export Ltd, UK (seamless steel tubes); Round Oak Steel Works Ltd, UK (steel bars and sections); Lee of Sheffield, UK (steel strip and wire); John Folkes (Lye Forge) Ltd, UK (steel forgings); Wm. Oxley & Co Ltd, UK (stainless steel and high alloy forgings); Armco-Liège SA, Belgium (CR steel strip). Market area covered: India.

**Toyo Menka Kaisha Ltd**

**Addresses:** Khetan Bhavan, 198 Jamshedji Tata Road, Churchgate Reclamation, PO Box 11069, Bombay 20 (Tel: 295174, 295116, 295506. Telex: 112541 tmbv in. Cables: Watatoyo Bombay); Kanchanjunga Building, Flat 509-A, 18 Barakhamba Road, New Delhi 10001 (Tel: 42387, 40493, 40545. Cables: Watatoyo Newdelhi); 16 Hare Street, GPO Box 2271, Calcutta 700001 (Tel: 23 8757, 23 5420. Telex: 7434 tmca in. Cables: Watatoyo Calcutta).

**United Industrial Corp (Agencies) Pvt Ltd**

**Head office:** Baith ul Ashraf 11-4-654, Near Prince Aga Khan's Hostel, Hyderabad 500004 (Andhra Pradesh). **Tel:** 34108, 33176. **Cables:** Unicorp.

**Management:** S. M. Hosain (director in charge). **Trading personnel:** S. M. Hosain (director), G. Ramakrishniah (manager). **Established:** 1945. **Capital:** Rs 500,000. **Ownership:** Private limited company. **Branches:** Resident representatives in all the major cities of India.

**Activities:** Mainly importers.

**Products handled:** Tool and alloy steels, stainless steel sheets and tubes. Also machine tools, forging machinery, hydraulic presses, special welding equipment, heavy industrial machinery, etc.

**Companies represented on agency basis:** Sanderson Kayser Ltd, UK; Trent Tube, Netherlands and Trent Tube, a division of Colt Industries, USA.

**United Steel & Bearing Co—see Kejriwal Enterprises, India**

## INDIA

**Variety (Agents) Pvt Ltd**

**Head office:** 301 Kakad Chambers, 132 Dr. Annie Besant Road, Worli, Bombay 400018. **Tel:** 376099, 391691. **Telex:** 011 2729, 011 3385. **Cables:** Zappalloy.

**Management:** S. Vasudevan (managing director), S. A. Subramanian (director). **Trading personnel:** Ramesh Vasudevan (manager), L. R. Balakrishna (sales, administration).

**Established:** 1955. **Capital:** Rs 1,31,000. **Branches:** 205-6 Sethi Bhavan, 7 Rajendra Place, New Delhi 110008 (Telex: 031 2631 vald); 7C Everest, 46C Chowringhee Road, Calcutta 700071 (Telex: 021 3302 valc); 15-6 Unity House, 2nd Floor, Abid Road, Hyderabad 500001 (Telex: 0155 298); 30 General Platters Road, Madras 600002 (Telex: 041 7363 valm).

**Activities:** Import; agency.

**Products handled:** Steel tubes and pipes, forgings, rolls. Also non-ferrous metals.

**Companies represented on agency basis:** Including Röchling-Stahlexport GmbH, West Germany (forgings, rolls, etc.); Vallourec International, France (tubes, boiler quality tubes, pipes, etc.).

# Indonesia

**Eastway Corp PT**

**Head office:** 6-8 Kali Besar Timur III, Jakarta Barat. **Tel:** 279819, 275192, 270281. **Cables:** Eastway Jakarta.

**Management:** Prabowo Hadiprodjo (senior managing director), Ir. Cornelis Sastryawan (managing director). **Established:** 1952. **Capital:** Rp 3,500,000.

**Activities:** Import and sales representatives, covering Indonesia.

**Products handled:** Tinplate, blackplate, tin free steel, CR steel.

**PT Indosoma Raya**

**Head office:** 4th Floor, Setiabudi Building, Jl. H. R. Rasuna Said (Kuningan), PO Box 216/KBY, Jakarta. **Tel:** 586958, 586959. **Telex:** 45237 nidec jkt. **Cables:** Nidec.

**Established:** 1979. **Ownership:** Asoma—The Lissauer Group.

**Activities:** General traders in steel, steel scrap, pig iron, ferrous and non-ferrous ores and concentrates, standard and high temperature alloys, major and minor metals, chemicals, etc.

**Products handled:** Billets, HR and CR coils, structural steels, sponge iron, wire rods and rebars, pig iron.

**Kawasho Corp**

**Address:** Nusantara Building, 23rd Floor, 59 Jl. M. H. Thamrin, Jakarta. **Tel:** 356628. **Telex:** 46312 kawashojkt. **Cables:** Kawasho Jakarta.

**Marubeni Corp**

**Address:** Nusantara Building, 18th Floor, 59 Jalan M. H. Thamrin, PO Box 2681/JKT, Jakarta. **Tel:** 357411, 341170, 351625. **Telex:** 44343. **Cables:** Marubeni Jakarta.

**Nichimen Co Ltd**

**Address:** Bank Dagang Negara Building, 2nd Floor, Jl. M. H. Thamrin 5, PO Box 2399, Jakarta. **Tel:** 356431-2, 357568-9, 49133, 41743, 43965, 48374, 354430. **Telex:** 44239. **Cables:** Nichimen Jakarta.

## INDONESIA

**Nomura Trading Co Ltd**

**Address:** Bank Perdania Building, 5th Floor, Jl. Raya Mangga Besar 7, 9 and 11, PO Box 1043/DAK, Jakarta. **Tel:** 623008. **Telex:** 41114 nomura jkt, 41142 nomura jkt. **Cables:** Seijaco Djakarta.

**Okura & Co Ltd**

**Address:** Nusantara Building, 21st Floor, Jalan M. H. Thamrin 59, Jakarta. **Tel:** 373909 (ext. 5445-7), 356263 (direct). **Telex:** 44162. **Cables:** Tsujikura Jakarta.

**PT Sandvik Indonesia**

**Address:** Speed Building, Jl. Gajah Mada 18, PO Box 3361/Jkt, Jakarta Pusat. **Tel:** 353624-6 (ext. 27), 36 12 59. **Telex:** 46629 scan jkt (attn. Sandvik). **Cables:** Sandvikind Jakarta.

**PT Techindo Imports**

**Head office:** Jl. K. H. Wahid Hasyim 35, PO Box 2847, Jakarta. **Tel:** 322107. **Telex:** 44439 patson la. **Cables:** Techimports.

**Management:** Directors—M. Zubir Dahlan and Iksan Sugiarto. Branch managers—A. Adjies (Jakarta), Mr. Sunandar (Surabaya), J. E. Alhambra (Medan). **Established:** 1969. **Capital:** Rp 30 million. **Ownership:** Budi Mulyono (85%); Iksan Sugiarto (15%). **Branches:** Jalan Kolonel Sugiono 7d, PO Box 439, Medan (Tel: 20063. Telex: 51 334 techim mdn. Cables: Techimports); Jalan Pemuda 72, PO Box 342, Surabaya (Tel: 45019. Telex: 31 470 techimp sb. Cables: Techimports).

**Activities:** Import, stocks carried.

**Products handled:** Steel tubes, forgings and castings. Also generating sets, pharmaceutical machinery, military equipment, telecommunication and navigation equipment, mobile cranes, boilers, railway equipment, etc.

**Companies represented on agency basis:** Including Tube Investments Ltd (TI group), UK (tubes).

**PT Bandar Tirta**

**Head office:** Jalan Gedung Panjang 3, PO Box 693/jak., Jakarta Barat. **Tel:** 279729, 273251. **Telex:** 42788.

**Management:** A. S. Titiheruw (director), Harry Raesano (manager). **Trading personnel:** Iwan Gunawan and R. B. Haulussy. **Established:** 1977. **Capital:** Rp 50 million. **Ownership:** A. S. Titiheruw (51%) and others (49%). **Subsidiary & associates:** Brown & Dureau Ltd, Australia (PT Bandar Tirta is its sole agent for Indonesian market). **Branches:** Jalan Jembatan Merah 21, Surabaya.

**Activities:** Import/export agent, commission agent; no stocks carried.

**Products handled:** Tinmill secondaries and prime tinplate, rails and wheel tyres, billets, wire rods, ship plates, wire rope, spring wire, high tensile wire, etc. Also ferro-alloys, zinc ingots, grinding balls, aluminium, tungsten carbide dies, mill rolls.

**Companies represented on agency basis:** Including BHP—The Broken Hill Pty Co Ltd, Australia (steel products); Comsteel—Commonwealth Steel Co Ltd, Australia (steel products); The Australian Wire Industries, Australia (wire and wire products).

**Tokyo Boeki Ltd**

**Address:** Erlangga, 2-4 Kebayoran Baru, Jakarta. **Tel:** 44244, 40177. **Telex:** 44524 karplaza jkt (attn. N. Sakagami).



# Iran

## Associated Swedish Steels AB, Iran Branch

**Head office:** 290 Takhte Tavoos, PO Box 33 198, Tehran. **Tel:** 83 97 96. **Telex:** 212207. **Cables:** Assabsteel Tehran.

**Management:** A. Gregorian (branch manager). **Established:** 1972. **Capital:** SwKr 1,500,000. **Ownership:** Swedish.

**Activities:** Importer and stockist of Swedish special steels.

**Products handled:** Tool steels, engineering steels, hollow bars, high tensile plates, high speed steel, piano spring wire, silver steel, strip steel (hardened and unhardened), stainless steel (sheets, bars, wire, tubes and fittings). Also wear parts for earthmoving equipment, tool bits, etc.

**Companies represented on agency basis:** Uddeholms AB, Sweden (tool and machinery steels); Nyby Uddeholm AB, Sweden (stainless steels); Uddeholm Strip Steel AB, Sweden (cold rolled steels); AB Bofors, Sweden (wear parts); AB Garphytte Bruk, Sweden (spring wire).

## Metal Pakhsh Co Ltd

**Head office:** 303 Villa Avenue, Tehran. **Tel:** 893665, 893624. **Telex:** 212727. **Cables:** Metal Pakhsh.

**Management:** Ahmad Afshar (chairman), Abdol Rahim Afshar (managing director, sales), Abdol Karim Afshar (director, purchasing, deputy managing director). **Trading personnel:** See management. **Established:** 1975 (formerly Metal Bourse Aliag Jonoub).

**Capital:** \$15 million. **Ownership:** Private, owned by Afshar family. **Branches:** Two sales offices in Bazaar.

**Activities:** Importing and stockholding.

**Products handled:** Basically structural steel, including IPNs, IPEs, HEBs, HR and CR sheets, galvanized sheets, flats, angles, UPNs, chequer plates, pipes (galvanized and black).

## Navshal Co Ltd

**Head office:** 212 Sarai Hafez, Ave. Bozorjomehri, Tehran. **Tel:** 533922, 672947. **Telex:** 21 3065 nco ir. **Cables:** Corpnavshal.

**Management:** Harish C. Sawhney (managing director), Suresh C. Sawhney (assistant managing director). **Trading personnel:** A. Sadasivappa (marketing manager).

**Established:** 1965. **Capital:** Rls 2 million. **Ownership:** Partnership. **Subsidiary & associates:** Blue Star International Co Ltd (importers and exporters), Global Exporters Corp (importers and exporters). **Branches:** India and New York.

**Activities:** Import, export and indenting.

**Products handled:** Iron and steel, building materials, textiles, raw materials for industrial purpose, machine tools and hand tools, bicycles and spare parts.

**Companies represented on agency basis:** Including Gujrat Steel Pvt Ltd; Sumikin Bussan Kaisha Ltd, Japan.

**Members of:** Steel Importers Assn., Iran American Chamber of Commerce.

## Siderexport—see Siderexport SpA, Italy

## Zak Metal Co Ltd

**Head office:** 8 Sirk Al'ay, Ferdowsi Ave., Tehran. **Tel:** 314305, 314289. **Telex:** 213033. **Cables:** Zak Metal.

**Management:** A. Zakarian (chief manager), H. Jordan (director). **Ownership:** See management. **Subsidiary & associates:** Zak-Electric, Zak Imco, Zak-Plast, Zak-

**Zak Metal Co Ltd** (*continued*)

Chemical. **Branches:** London, USA, Taiwan.

**Activities:** Importer, sometimes stocks are carried.

**Products handled:** Steel semis, joists, channels, angles, sections, pipes and tubes, hollow sections; stainless steel. Also all types of non-ferrous metals in ingots, sheets, strip, rods, wire, tubes; brass welding rods.

## Iraq

**Kanematsu-Gosho Ltd**

**Address:** Arasat Al-Hindiyyah 73A/1, PO Box 800, Baghdad. **Tel:** 91376. **Telex:** 2520. **Cables:** Kanegold.

**Marubeni Corp**

**Address:** Alwalid Building (Opposite Alkuwait Building), Muaskar Alrashid Road, PO Box Babel Sharji 5703, Baghdad. **Tel:** 95159, 95150, 95673, 91585. **Telex:** 2269 maruben ik. **Cables:** Marubeni Baghdad.

**Mitsubishi Corp**

**Address:** CPO Box 878, Baghdad. **Tel:** 96011. **Telex:** 2284. **Cables:** Mitsubishi Baghdad.

**Management:** N. Yamanouchi (manager).

**Nichimen Co Ltd**

**Address:** Shaheen Building, Saadoun Street, Kurd-al-Pasha, Baghdad (PO Box 2229, Al-Wiya, Baghdad). **Tel:** 98718, 93659. **Telex:** 2329. **Cables:** Nichimen Baghdad.

**Nissho-Iwai Co Ltd**

**Address:** 1st Floor, Kafil Hussain Building, Sadoon Street, PO Box 3286, Baghdad. **Tel:** 01 98016. **Telex:** 2340 nic ik. **Cables:** Nisshoiwai Baghdad.

**State Trading Enterprise for Steel & Timber**

**Address:** PO Box 602, Baghdad. **Tel:** 95091-3. **Telex:** 2289. **Cables:** Gecist.

**Activities:** Import of all steel and timber products.

**Sumitomo Corp**

**Address:** Naim Kassira Building, 118-464 Masbah, PO Box 2389, Alwiyah, Baghdad. **Tel:** 90080, 90089, 90650, 96070. **Telex:** 2443 sumitomo ik, 2253 sumitomo ik. **Cables:** Sumitomo Baghdad.

**Toyo Menka Kaisha Ltd**

**Address:** House 156, 2 Saadoun Park, Alwiyah, PO Box 576, Baghdad. **Tel:** 8881742. **Telex:** 2336 tomen ik. **Cables:** Toyomenka Baghdad.

# Irish Republic

## Darby & Co (Dublin) Ltd

**Head office:** 10th Floor, Hawkins House, Hawkins Street, Dublin 2. **Tel:** 772686. **Telex:** 5106 drby ei.

**Established:** 1939. **Ownership:** Darby Holdings Ltd, UK.

**Products handled:** Steel and associated products.

## Ferrum Trading Co Ltd

**Head office:** 46-50 Foley Street, PO Box 746, Dublin 1. **Tel:** 788311. **Telex:** 4383 ftdl. **Cables:** Ferrum Dublin.

**Management:** Directors—F. H. Rothschild (managing), M. F. Rothschild (secretary), A. P. Rothschild, S. P. Rothschild, F. St. John North. **Trading personnel:** F. H. Rothschild (purchasing steel and aluminium), M. F. Rothschild and A. P. Rothschild (sales, steel and aluminium), S. P. Rothschild (sales, auxiliary equipment). **Established:** 1948.

**Capital:** IR£250,000. **Ownership:** Private limited company.

**Activities:** Steel and aluminium stockholders and importers.

**Products handled:** All classes of mild steel, plates, CR sheets, galvanized sheets, electro zinc coated sheets, plastic coated sheets, angles, flats, rounds, channels, beams and columns. Also aluminium sheets and angles.

**Members of:** National Assn. of Iron & Steel Merchants.

## Gamble Simms Metals Ltd

**Head office:** Killeen Road, Naas Road, Dublin 12. **Tel:** 506097. **Telex:** 5790.

**Established:** 1853.

**Activities:** Import and stockholders.

**Products handled:** Iron and steel products including universal beams and columns, light and heavy angles, channels, joists, mild steel plate, sheets (HR, CR, galvanized and Zintec), corrugated sheets, wire products, reinforcing bars.

## Heiton McFerran Ltd

**Head office:** Tara House, Tara Street, Dublin 2. **Tel:** 772931. **Telex:** 4172. **Cables:** Boats.

**Management:** J. R. B. Hewat (chief executive), L. J. MacSherry (financial controller), R. T. Guilford (commercial director), C. E. Craig (steel division). **Trading personnel:** Michael Quinlan (manager, Dublin), Alan Coleman (sales manager, Dublin), James Casey (manager, Cork). **Established:** 1909. **Ownership:** Heiton Holdings Ltd (100%).

## CORK METAL COMPANY

29 Watercourse Road,  
Cork,  
Ireland

Telephone: 503281

INTERNATIONAL STEEL TRADERS

## IRISH REPUBLIC

**Heiton McFerran Ltd** (*continued*)

**Subsidiary & associates:** Morgan McMahon & Co Ltd (timber merchants and builders providers), Heiton McFerran (Donegal) Ltd, Heiton McFerran (Limerick) Ltd.

**Branches:** Cork.

**Activities:** Steel stockists and distributors; importers; suppliers to the building industry.

**Products handled:** All steel products—beams, columns, RSJ and channels, merchant bars, reinforcing bars, plates, sheets, mesh reinforcement, tubing and RHS, etc. Also aluminium sheets.

**Members of:** National Assn. of Iron & Steel Merchants.

**Impact Ireland Ltd**

**Head office:** Sandyford Industrial Estate, Foxrock, Dublin 18. **Tel:** 988388. **Telex:** 30358.

**Management:** Peter A. Mercier (managing director), Matthew M. Campbell (director).

**Trading personnel:** See management. **Established:** 1973. **Ownership:** See management.

**Products handled:** Stainless steel—sheets, plates, coil, foil, pipe fittings, pipe flanges, valves, dairy bends, angles, bars, rods, hexagons, sawn blanks, profiles, nuts and bolts, alloy steel bars, mechanical tubes. Also aluminium products.

**Axel Johnson & Co (Ireland) Ltd**

**Head office:** 56 Lansdowne Road, Dublin 4. **Tel:** 680802. **Telex:** 4881 ajco ei.

**Cables:** Ajcoir Dublin.

**Management:** Bengt Dahlberg (chairman and executive director), Noel C. Connaughton (managing director). **Trading personnel:** C. H. Butler (marketing manager, steel and engineering department). **Capital:** IR£35,000. **Ownership:** A. Johnson & Co HAB†, Sweden. **Branches:** Worldwide organisation.

**Activities:** Import/selective stockholding.

**Products handled:** Stainless steel bars (rounds, flats and angles), flat products (plates, sheets, coils, forgings, tubes and pipes), fittings, valves, dished and flanged ends.

**Companies represented on agency basis:** Avesta Jernverks AB, Sweden; A. G. Johanson; Magnusson; Rautaruukki Oy, Finland; Trent Tube BV, Halikko Works, Netherlands.

**Lister Tubes Ltd**

**Head office:** Ballymount Road, Clondalkin, Co. Dublin. **Tel:** 509020. **Telex:** 30324.

**Cables:** Tubes.

**Management:** J. Fitzpatrick (chairman), J. P. Doddy (director), J. P. English (managing director), E. P. Kellett (director). **Trading personnel:** J. P. English, E. P. Kellett (sales).

**Established:** 1973. **Capital:** IR£250,000. **Ownership:** Wholly-owned subsidiary of J. S. Lister Ltd group. **Branches:** Lister Group Sales, Anglesea Buildings, Anglesea Terrace, Cork; Lister Tubes Belfast Ltd, 9 Glenmachan Place, Boucher Road, PO Box 81, Belfast BT12 6QH.

**Activities:** Import/export.

**Products handled:** Seamless and welded tubes 1/8"—20" to API, ASTM, BSS and DIN specifications in carbon, alloy and stainless steels; flanges; welding fittings; forged steel fittings in a variety of materials.

**Plunkett Steel Co Ltd**

**Head office:** Kylemore Park North, Dublin 10. **Tel:** 265502, 265288. **Telex:** 24122.

**Management:** T. J. Plunkett (managing director). **Trading personnel:** Miss M. O'Neill (company secretary), P. Canning (commercial manager). **Established:** 1961. **Capital:** IR£5,000. **Ownership:** Private (Thomas J. Plunkett). **Subsidiary & associates:**



**IRISH REPUBLIC****Plunkett Steel Co Ltd** (*continued*)

Manufacturing Engineering Co Ltd, Dublin (fabricators and general engineers).

**Activities:** Importers and agents.

**Products handled:** Sections, billets, sheet piling, light flange rails, HR sheets and plates, CR sheets and coils, galvanized flat and corrugated sheets, HR hoop, welded tubes, spring steel, wire rods and crane rails.

**Companies represented on agency basis:** For Irish Republic only—TradeArbed UK Ltd†, UK; Métallurgique & Minière de Rodange-Athus (MMRA), Luxembourg; Dunford Hadfields Ltd, UK.

**Sandvik Ireland Ltd**

**Head office:** Unit 3, Stillorgan Industrial Park, Stillorgan, Co. Dublin. **Tel:** 952195. **Telex:** 31403 snvk ei.

**Management:** Roy Hilton (general manager), Colm McDonald (company secretary).

**Trading personnel:** Robin Barber (industrial sales manager). **Established:** 1978.

**Capital:** £100,000. **Ownership:** Sandvik UK Ltd†.

**Activities:** Steel stock and mill.

**Products handled:** Industrial products, sawblades, files, cutting rule steel, hardware products.

**Peter Simms International Ltd**

**Head office:** Connaught House, 44 Upper Mount Street, Dublin 2. **Tel:** 785133, 785357, 785557, 785798. **Telex:** 4367 simm ei.

**Management:** Directors—P. A. Simms, P. M. Simms, V. J. Lees. **Trading personnel:** P. A. Simms. **Established:** 1979. **Capital:** Capital: IR£1 million. Paid-up: IR£150,000.

**Ownership:** Private. **Subsidiary & associates:** Landrail Ltd (land and property development), Paints & Chemicals Ltd (paint and oil distributors), Peter Simms Group Ltd (steel consultants).

**Activities:** Steel importers.

**Products handled:** Universal beams, joists, channels, angles, flats, plates, sheets, reinforcing bars, square hollow sections, tubes.

**Stabright Fabrications Ltd**

**Head office:** Clondrina, Ennis Road, Limerick. **Tel:** Limerick 52200. **Telex:** 26930 sta ei.

**Management:** C. T. Ruddle (managing director), M. O'Brien (general manager), A. Casey (manager, Dublin). **Trading personnel:** N. Wixted (sales administrator, Limerick), M. Shiels (sales administrator, Dublin). **Established:** 1972. **Capital:** IR£500,000 (authorised). **Ownership:** Private. **Subsidiary & associates:** C.A.N. Industrial Ltd (specialised machine shop). **Branches:** Sandyford Industrial Estate,

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## IRISH REPUBLIC

**Stabright Fabrications Ltd** (*continued*)

Sandyford, Co. Dublin (Tel: Dublin 952011. Telex: 31781 stad ei).

**Activities:** Agency. Steel stockholders specialising in stainless steel and special steels.

**Products handled:** Stainless steel in all forms. Specialists in foil material in stainless steel and nickel alloys. Also nickel alloys and titanium.

**Companies represented on agency basis:** Outokumpu Oy, Finland (stainless steel sheets and coil).

**Steel Co of Ireland Ltd**

**Head office:** Ballymount Road, Clondalkin, Co. Dublin. **Tel:** 508122. **Telex:** 24896.

**Cables:** Steelco Dublin.

**Management:** C. Fitzpatrick (chairman), M. Brennan (managing director), J. Kavanagh (director), J. P. Doddy (director and secretary). **Trading personnel:** Managers—T. Kilpatrick (marketing), M. O'Connor (general, HR steels division), B. Cusack (flat products), B. Reid (HR steel sections), C. Markey (stainless steels), P. Foley (bright, alloy and tool steels). **Established:** 1972. **Ownership:** Wholly-owned subsidiary of J. S. Lister Ltd. **Subsidiary & associates:** J. S. Lister Ltd, Lister Tubes Ltd†, Non-Ferrous Metals Ltd, E.C.I. Ltd, Hevac Ltd and Welding Products Ltd (all members of Lister group).

**Activities:** Import/export; steel stockholder.

**Products handled:** HR light structural and flat products; CR sections and sheets; stainless steels; bright, alloy and tool steels.

**Steel & Engineering Supplies Ltd**

**Head office:** PO Box 563, Mill Lane, Palmerstown, Dublin 20. **Tel:** 265344. **Telex:** 4291. **Cables:** Sesi Dublin.

**Management:** C. V. Parke (managing director), D. B. Clifford (financial director), B. D. O'Sullivan (manager, steel division), D. M. Johnston (manager, machine tools division), G. A. Saab (company secretary). **Trading personnel:** Luke F. Peppard, John Nolan, Humphrey Murphey, Patrick McAra, Frank Carroll, Michael Doogan, John Kennedy, Nick Hannon (purchasing). **Established:** 1968. **Capital:** IR£100,000. **Ownership:** Private. **Branches:** Machine Tools Division, Cherry Orchard Industrial Estate, Ballyfermot Road, Dublin 10.

**Activities:** Agents/importers; steel stockholders and distributors; machine tools stockists and distributors.

**Products handled:** HR sheets, plates, merchants bars; CR sheets; reinforcing bars and mesh; stainless steel sheets and plates; wear resistant steel plates; welded and seamless steel tubes; black and galvanized GB tubes; structural hollow section tubes; bright steel rounds; open steel flooring systems; welding electrodes.

**Companies represented on agency basis:** Spartan Redheugh Ltd, UK (Red Diamond wear resistant steel plates); International Alloy Steel Co, USA (alloy steel plates); Bettles Ltd, UK (Ambi Deck open steel flooring systems).

**Members of:** National Assn. of Iron & Steel Merchants.

# Israel

**Adres Building Materials Ltd**

**Head office:** PO Box 3070, Haifa 31000. **Tel:** 04 224131-2. **Telex:** 46889 abm il, 46400 bxha.

**Management:** D. Adres, E. Adres, U. Keidar, I. Keidar. **Established:** 1946.

**Ownership:** Private. **Subsidiary & associates:** Ha'emek Metal Works Ltd; Bat-Mor, Plastics Industries Afula Ltd.

**Activities:** Import; stockholding.

**Products handled:** All steel products.

## ISRAEL

**Amina Ltd**

**Head office:** 30 Levontin Street, PO Box 2070, Tel-Aviv 61000. **Tel:** 03 612043, 03 624854, 03 613734. **Telex:** 33505. **Cables:** Comis II.

**Management:** E. Izakson (managing director), D. J. Hackmey (director). **Trading personnel:** A. M. Izakson, Y. Sarig, E. Glick, S. Peleg. **Established:** 1959. **Capital:** I£500,000. **Ownership:** E. Izakson (approx. 10%); D. J. Hackmey (50%); Itrac—Izakson Trading Co Ltd (approx. 40%). **Subsidiary & associates:** Nortrac Israel Ltd (representatives of producers of aluminium and magnesium).

**Activities:** Agency, no stocks carried.

**Products handled:** Steel products. Also equipment, chemicals and rubber.

**Companies represented on agency basis:** Arbed SA, Luxembourg (flat and long steel products, wire, bolts and nuts). Market area covered: Israel.

**Zevi Arison Ltd**

**Head office:** Arison Building, 3 Haatzmaut Road, Haifa (PO Box 1276, Haifa 31000). **Tel:** 4 662240, 4 643087, 4 664294. **Telex:** 46732 nosir il, 46698 arion il. **Cables:** Nosira.

**Management:** Zevi Arison (managing director), Mrs. Lea Arison (director, accounts).

**Trading personnel:** Haifa—Zevi Arison, Mrs. Lea Arison, Mrs. Sylvia Duzzy, Miss Claudine Levy, Z. Levy. Tel-Aviv—Michael Latchiver, Mrs. Lydia Capua, I. Levy (canvasser). **Established:** 1934. **Capital:** Shekels 10,000. **Ownership:** Z. Arison, Mrs. L. Arison, Ron Arison, Mrs. Michael Arison-Hilu. **Branches:** 1 Haaliya Street, Tel-Aviv (Tel: 3 613328, 3 624161. Telex: 32343 arion il. Cables: Nosira).

**Activities:** Import agents, no stocks carried.

**Products handled:** All ferrous metals—billets, bars, merchant bars, structurals, wire rods, HR and CR coils and sheets, plates and ship plates, galvanized coils and sheets, prepainted coils and sheets, special and stainless steels, copper and galvanized wires, tubes. Also non-ferrous metals (zinc, copper, Zamac, lead and cadmium) and railway products (wagons, rails, steel and plastic accessories).

**Companies represented on agency basis:** Including Daval SA†, Paris (bars, merchant bars, structurals, wire rods, HR and CR coils and sheets, plates and ship plates, galvanized coils and sheets, prepainted coils and sheets); Arbel Industrie, Douai, France (railway wagons); Le Material de Voie, Paris (rails and accessories); Trefilunion, St. Dizier, France (drawn and galvanized wire); Forges et Tréfileries de Conflandey, Paris (special galvanized and copper wire); Ovako Oy, Helsinki (billets, special steel, special wire rods); Frère Bourgeois Commerciale SA†, Charleroi, Belgium (merchant bars, wire rods, structurals, HR coils); Forges de Gueugnon, Gueugnon, France (electrical sheets).

**Danstel Ltd**

**Head office:** Hamelaha Str. 59, Azur-Holon. **Tel:** 80 54 79-80. **Telex:** 35543 dans il.

**Management:** Raoul Danon. **Trading personnel:** Arie Heimann (sales manager), Simon Anav (sales engineer). **Established:** 1969. **Capital:** \$1 million (capital and reserves). **Subsidiary & associates:** Associated—ISC—Israel Steel Corpt (steel products).

**Activities:** Import/export, stocks carried.

**Products handled:** Galvanized, CR, HR and stainless steel sheets; merchant bars.

**Eng. J. S. Feingold (Technical Supplies) Ltd**

**Head office:** 5 Haruts Str., PO Box 5043, Tel-Aviv. **Tel:** 335453. **Telex:** 32 129 jefco. **Cables:** Feingoldco.

**Management:** J. S. Feingold (chairman and general director), M. Feingold (director), B. Feingold (director), J. Birenzweig (director), E. Migdan (manager). **Established:** 1935.

**Activities:** Import; stock of steels and technical supplies.

**Products handled:** Steel and steel products. Also tractor wear parts and metals.

## ISRAEL

**Eng. J. S. Feingold (Technical Supplies) Ltd** *(continued)*

**Companies represented on agency basis:** Including SKF Steel, Sweden, AB Bofors, Sweden; Röchling-Stahlexport GmbH, West Germany; Arthur Lee & Sons Ltd, UK; Bright Steels Ltd, UK.

**Menahem I. Gattegno & Son Ltd**

**Head office:** 123 Allenby Road, PO Box 308, Tel-Aviv 61 000. **Tel:** 03 622422. **Telex:** 33745, 341178. **Cables:** Megat Tel Aviv.

**Management:** Menahem I. Gattegno and Itzhak Gattegno (directors). **Trading personnel:** See management. **Established:** 1925. **Capital:** £1,000. **Subsidiary & associates:** Menahem I. Gattegno & Son (Insurance Services) Ltd (marine insurance of cargoes traded by Menahem I. Gattegno & Son).

**Activities:** Import/export agency.

**Products handled:** Mild steel coils, sheets and plates—HR, CR and galvanized; steel pipe—welded and seamless, black and galvanized; alloy and tool steel bars; stainless steel sheets, plates, strip, bars, tubes and wire.

**Companies represented on agency basis:** Various Japanese, American and European companies.

**Members of:** Tel Aviv-Jaffa Chamber of Commerce, Israel-America Chamber of Commerce & Industry.

**I. F. Gourian Metal Agencies**

**Head office:** 36 Moritz Daniel Street, Ramat-Aviv. **Tel:** 03 410728. **Telex:** 341118 bx tv il (Att. Gourian code 5085). **Cables:** Imgurex Ramat Aviv.

**Management:** Isaac F. Gourian (owner and managing director), Rachel Gourian (director), Teddy D. Gourian (sales manager). **Trading personnel:** See management.

**Established:** 1964. **Capital:** £25,000.

**Activities:** Import representations of foreign metal works.

**Products handled:** Carbon and alloy steel bars and billets; electrical sheets and strip; pre-stressing steel wire and strand; tube rounds, bars and billets by continuous casting.

**Companies represented on agency basis:** Cockerill D.R.C., France (carbon and alloy steel bars and billets); Okaya & Co Ltd, Japan (electrical sheets and strip); Aceros de Iruja SA, Spain (carbon and alloy steel bars); Emesa—Elaborados Metálicos SA, Spain (pre-stressing steel wire and strand); Sté de Exploitation de la Sidérurgie de Decazeville, France (tube rounds, bars and billets by continuous casting); Nederlandse Draadindustrie BV (NDI), Netherlands (pre-stressing steel wire and strand); and various steel service centres in Europe and USA.

**Members of:** Tel-Aviv Chamber of Commerce.

**ISC—Israel Steel Corp Ltd**

**Head office:** 59 Hamelacha Street, Industrial Area, PO Box 1763, Holon. **Tel:** 802228, 809087. **Telex:** 35641 isc il.

**Management:** Raoul Danon (general manager), Henri Sidi-Sarfati (import manager), Tigael Tidhar (sales manager). **Established:** 1977. **Capital:** £800,000. **Subsidiary & associates:** Dansteel Ltd (associated).

**Activities:** Importers, exporters and stockists.

**Products handled:** Merchant bars and hollow sections, HR and CR steel sheets, stainless steel sheets.

**Iskoor Steel Services Ltd**

**Head office:** Rosenbaum Street 1, Tel-Aviv. **Tel:** 03 282171. **Telex:** 341474 isko.

**Management:** Y. Gavish (director, executive), I. Ran (managing director). **Trading personnel:** M. Chen. **Established:** 1973. **Capital:** £33 million. **Ownership:** Koor Industries Ltd. Iscor Ltd.



## ISRAEL

**Iskoor Steel Services Ltd** (continued)

**Activities:** Import/export, agencies, stockists.

**Products handled:** HR, CR, galvanized and or prepainted (cut to length and or slit); roofing panels roll formed; flat bars roll formed, flame cuttings and other steel service fabrications.

**Members of:** American Steel Service Center Institute.

**Jacobson Enterprises Ltd**

**Address:** 72 Hay Be-Eyar Street, Tel-Aviv. **Tel:** 455 138. **Telex:** 32119. **Cables:** Sapco Il.

**Kaplan, Naim & Co Ltd**

**Head office:** Gdud Haivri Street 2, PO Box 1655, Tel-Aviv. **Tel:** 612034, 613976, 613608, 615355. **Telex:** 33765 kanac il. **Cables:** Kaplanco Telaviv.

**Management:** Victor Naim (managing director), Uriel Kaplan (alternate director), Joseph Naim, Arnon Kaplan. **Trading personnel:** Victor Naim, Uriel Kaplan, Haim Menda, Berti Brudo. **Established:** 1918. **Ownership:** Private. **Subsidiary & associates:** Fully-owned subsidiaries—Overseas Trading Agencies Ltd, PO Box 1059, Tel-Aviv (agents); United Distributors & Traders Ltd, PO Box 1877, Tel-Aviv (importers and distributors); H. Fellman & Co Ltd, Tel-Aviv (brokers and insurance advisers). **Branches:** PO Box 27, Haifa (Tel: 663026, 40093. Telex: 4748); Havatzelet Street 9, Jerusalem.

**Activities:** Manufacturers' representatives, insurance agents and shippers' agents.

**Products handled:** Iron and steel—merchant bars, concrete reinforcing bars, steel wire, steel pipes and coils. Also various raw and semi-raw materials, consumer goods, foodstuffs.

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## ISRAEL

**Raphael Meltz & Co**

**Address:** 45 Eilat Street, PO Box 950, Tel-Aviv. **Tel:** 658553, 655804. **Telex:** 33546 metal il.

**Nechushtan Wholesalers & Manufacturers Ltd**

**Head office:** 1 Yafo Road, PO Box 1758, Tel-Aviv. **Tel:** 03 650271-7. **Telex:** 33503 nechul. **Cables:** Nechushtan Tel-Aviv.

**Management:** K. A. Moosberg (chairman and managing director). **Established:** 1924. **Capital:** £43,909,078. **Ownership:** Public company (stock partly registered at Tel-Aviv Stock Exchange). K. A. Moosberg (majority holding). **Subsidiary & associates:** Nechushtan Lift Works Ltd (passenger and goods lifts, escalators), Nechushtan-Kim Valve Manufacture (diaphragm valves), Nechushtan Building & Properties Ltd (property holding). **Branches:** 16 Harbour Street, PO Box 13, Haifa (Tel: 664945, 660667). 19 Agrippa's Way, PO Box 130, Jerusalem (Tel: 224065).

**Activities:** Import on own account; agencies; large stocks carried.

**Products handled:** Stainless and other special steels, constructional steel plates and sections, non-ferrous metals of all descriptions and shapes, superalloys for high duty performance, high duty metals. Also pumps and compressors; valves, pipes and fittings for steam, water, oil and gas; fluid handling equipment for chemical and food industries; welding equipment.

**Overseas Trading Agencies Ltd**—see Kaplan, Naim & Co Ltd**Paimex—Israel Africa Import & Export Co Ltd**

**Head office:** 3 Achuzat Bait Street, PO Box 29222, Tel-Aviv. **Tel:** 652421. **Telex:** 33830. **Cables:** Paimex.

**Management:** A. Berman (managing director), H. Brodie (group accountant, director). **Trading personnel:** A. Berman (timber, steel and other building materials), N. Hanania (soft goods), H. Salomon (food stuffs, chemicals, bags), S. Zalmonovitz (ferrous and non-ferrous metals). **Established:** 1948. **Capital:** Shekel 50,000. **Ownership:** Wholly-owned subsidiary of Peltours International, Switzerland. **Subsidiary & associates:** Herbert Salomon & Co (food commodities, chemicals, import and export), Israel Africa Shippers (chartering and confirming).

**Activities:** Import/export agency and confirming house (no stocks carried).

**Products handled:** Ferrous and non-ferrous metals (specialising in stainless steel, copper, brass, bronze). Also lumber and associated products, builders hardware, glass and mirrors, hides and skins, bulk and packed foodstuffs, feeding materials, hospital and medical equipment, textiles and fashion goods.

**Companies represented on agency basis:** Including Nisshin Steel Co Ltd, Japan (stainless steel sheets, plates, tubes, solid profiles); Acerasa (stainless steel sheets and plates); Olarra SA (Olssa), Spain (stainless steel solid bars and rods).

**Palmetal Ltd**

**Head office:** 3 Yozer Street, Tel-Aviv. **Tel:** 244176. **Telex:** 33346 metko il.

**Management:** Paul Korem (manager).

**Activities:** Import/export; stocks carried in Israel. Also acts as import/export agents for manufacturers in Israel and abroad.

**Products handled:** Import of steels and non-ferrous metals, export of metal products.

**Riam Ltd**

**Head office:** Coresh Street 14, PO Box 986, Jerusalem. **Tel:** 221345-6. **Telex:** 25338. **Cables:** Riam Jerusalem.

**Management:** Uriel Cohn (managing director). **Trading personnel:** Aaron B. Colthof (com. officer). **Established:** 1973. **Capital:** £100,000. **Ownership:** Metaalhandel J.



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FROM 25 x 25 x 3  
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TO 80 x 80 x 9

**QUALITY:** BS 4360 43 A  
**LENGTH:** BARS OF 6 M. -0 +100 mm.  
**\* LENGTH:** BARS OF 10-14 M. -0 +200 mm  
**\* PACKING:** BUNDLES OF ABT 2 M T  
BUNDLES OF ABT 2-3 M T

**FLAT BARS**  
FROM 14 x 6  
TO 150 x 20

**SQUARE BARS**  
FROM 10 x 10  
TO 40 x 40

**ROUND BARS**  
FROM 10  
TO 30

**\* JOISTS INP**  
FROM 80  
TO 220

**\* CHANNELS UNP**  
FROM 80  
TO 220

**\* EQUAL ANGLES**  
FROM 70 x 70 x 7  
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**Riam Ltd** (*continued*)

A. Magnus BV, Netherlands (50%). Uriel Cohn (50%).

**Activities:** Import/export.

**Products handled:** Export—pipes, fittings, and iron and steel castings; import—pig iron and coils.

**Members of:** National Assn. of Recycling Industries Inc.

**United Distributors & Traders Ltd**—see Kaplan, Naim & Co Ltd

## Italy

### Avesta SpA Acciai Inossidabili

**Head office:** Viale Lancetti 36, I 20158 Milan. **Tel:** 68 08 41. **Telex:** 330398.

**Cables:** Avestacciai.

**Management:** Franco Marmont (managing director), Massimo Galluzzo (sales manager), Morgan Mark (financial manager). **Trading personnel:** Giuseppe Capri (import office), Renzo Alberti (sales office). **Established:** 1962. **Capital:** Lire 300 million. **Ownership:** Avesta Jernverks AB, Sweden (90%). A. Johnson & Co HABT, Sweden (10%).

**Activities:** Import; stocks.

**Products handled:** Stainless steel—HR sheets and plates, CR sheets, flat and round bars, welded tubes, welding material, forgings, castings.

**Companies represented on agency basis:** Avesta Jernverks AB, Sweden.

**Members of:** Associazione Nazionale dei Commercialisti in Ferro e Acciai Metalli Non Ferrosi, Ferramenta e Affini, Rottami (Assofermet).

### A. Behar Prodotti Siderurgici

**Head office:** Via Orombelli 7/A, I 20131 Milan. **Tel:** 296016, 2367793. **Telex:** 311641. **Cables:** Beharico Milan.

**Established:** 1957. **Capital:** Lire 10 million. **Ownership:** A. Behar.

**Activities:** Import, export and import/export agency.

**Products handled:** All steel products, both commercial and special qualities. Also ores and non-ferrous metals, scrap.

**Members of:** Associazione Nazionale Commercio Con l'Estero (ANCE).

**Caemi International Srl**—see Caemi Internacional SA, Brazil

### Canestrini—International Office for Foreign Trade

**Head office:** Via Zadei 31, PO Box 5, I 25015 Desenzano del Garda (Brescia). **Tel:** 030 9140361-5. **Telex:** 300214 steelc i, 301062 carol i.

**Management:** Rolando Canestrini (chairman), Giuliano Malesci (managing director), Riccardo Canestrini (import/export manager), Chiara Golfre' (chief secretary).

**Established:** 1974. **Ownership:** Rolando Canestrini.

**Activities:** Import/export agency.

**Products handled:** Import—pig iron, billets, coils and sheets, seconds, re-rollable materials (rails, axles), and scrap. Also non-ferrous metals and scrap. Export—reinforcing bars (plain, deformed, in coils), wire rods, merchant bars (angles, flats, tees, squares, beams UNP/INP, etc.), billets, pipes, coils and sheets, new and re-rollable rails.

**Companies represented on agency basis:** Agents on free basis for the most important steel mills in Italy.

**Members of:** BIR and Assofermet.



## ITALY

**Castelli Acciai e Prodotti Industriali SpA**

**Head office:** Via Benigno Crespi 70, I 20159 Milan. **Tel:** 02 6887641, 02 6085941.

**Telex:** 330395 castac i. **Cables:** Tlx 330395 Castac I.

**Management:** Luigi Castelli (president), Fabio Castelli (vice president), Ezio Morfini (general manager). **Trading personnel:** Mario Amati (commercial manager).

**Established:** 1946. **Capital:** Lire 3,250 million. **Subsidiary & associates:** Castelli Veneto SpA, Altavilla Vicentina; Castelli Toscana SpA, Campi Bisenzio; and Castelli Sicilia SpA, Marina di Melilli. Stocking and distribution of stainless steel in all forms.

**Products handled:** Stainless and heat resistant steels. Also high performance alloys, Hastelloy alloys, titanium, nickel alloys. Area covered: Italy.

**Cerato & Salmini Srl**

**Head office:** Corso del Popolo 117, I 30172 Venezia-Mestre. **Tel:** 041 971882, 041 961525. **Telex:** 410215 cersal i. **Cables:** Cersal Venezia Tlx 410215.

**Management:** Lodovico Cerato (chairman), Marco Salmini (managing director).

**Trading personnel:** Mario Gambacorta, Claudio Mattiello. **Established:** 1933.

**Capital:** Lire 100 million. **Subsidiary & associates:** S.I.A.P. SpA—Stà Industriale Agglomerati e Prodotti Petroliferi, Ancona, Italy (production of anthracite ovoids for household purposes and graphite-basis ovoids for the steel industry (carburisers)).

**Activities:** Principally active in coal and coke trade, and importers for Italian industry (steelmakers, foundries, aluminium producers, ferro-alloys producers, cement works, etc.).

**Products handled:** Sponge iron and pig iron. Also ferro-alloys, coal and coke.

**Companies represented on agency basis:** Mainly Italian market.



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## Coe & Clerici SpA

**Head office:** Via Martin Piaggio 17, I 16122 Genoa. **Tel:** 010 54891. **Telex:** 270680 cocler i. **Cables:** Cocler Genoa.

**Management:** Jack Clerici (president); Alfonso Menada and Urbano Rattazzi (vice presidents); Sergio Orlando and Lamberto Baldassarri (managing directors); Paolo Faina, Cristiano Rattazzi, Mario Spirito and Alan Tew (directors). **Trading personnel:** Gioacchino Di Feo (steel, scrap, sponge iron), Elsa Bruschi (metals), Agostino Bobbio (chartering and shipping). **Established:** Incorporated 1909. **Capital:** Lire 1,500 million. **Subsidiary & associates:** Associated—Coe & Clerici Agenti SpA, Genoa (shipping agents); Coe & Clerici Ramo Tecnico SpA, Milan (temperature control and fire detection); Coe & Clerici Inc, Pittsburgh (international trading); Coeclerci & Cie SA, Lausanne (international trading); CC Air Ritasa, Milan (air cargo forwarders, air freight). **Branches:** Via Locatelli 5, I 20124 Milan; representatives—Via Parigi 11, I 00185 Rome; 4 Dobryninski Pereulok 6-9, Moscow.

**Activities:** Import/export.

**Products handled:** Import—pig iron and ferro-alloys, steel and iron scrap; also copper, aluminium, lead, nickel, zinc, rutile, bismuth, cadmium, tellurium. Export—steel pipes, stainless steel, reinforcing bars and other commercial steel; also aluminium semis, antimonial lead.

## Cofermet SpA, Gruppo Teksid

**Head office:** Viale Fulvio Testi 136, I 20092 Cinisello Balsamo (Milan). **Tel:** 02 24951. **Telex:** 334421, 334434. **Cables:** Cofermet Cinisello Balsamo.

**Management:** Managers—Sergio Lang (general), Giorgio Fontana (planning), Luciano Fassina (marketing), Carlo Damiani (administration). **Established:** 1951. **Capital:** Lire 300 million. **Ownership:** Teksid SpA, Italy. **Branches:** Branches and agents—Cofermet Filiale di Padova, Padua; Cofermet Filiale di Torino, Turin; Cofermet Ufficio di Bologna, Bologna; Damiano Rossetti, Lumezzane Pieve (Brescia); Amerigo Bacchereti, Florence; Renzo Belli, Rome; Alessandro Padovani, Naples; Franco Giacobino, Bari; Cav. Salvatore Macaudo, Catania; Cofermet SpA, London; Cofinox SA, Brussels; Cofinox SA, Blanc-Mesnil, France; Interstahl GmbH, Dormagen, West Germany.

**Activities:** Sales organisation for Italy and other countries for Teksid's stainless steels.

**Products handled:** Stainless steel plates, HR and CR sheets, CR strips in grades 301, 302, 304, 304L, 309S, 310S, 316, 316L, 316 Sup L, 316 Ti, 317, 317L, 321, 410S, 430, 430 Cb, 430 Ti and 434.

**Members of:** Associazione Nazionale dei Commercialisti in Ferro e Acciai Metalli Non Ferrosi, Ferramenta e Affini, Rottami (Assofermet); Centro Inox.

## Cogis—Cia Generale Interscambi SpA

**Head office:** Corso Venezia 54, I 20121 Milan. **Tel:** 02 7742. **Telex:** 311191. **Cables:** Coginter Milan.

**Management:** Dino Gentili (president), Luca Gentili (general manager). **Trading personnel:** Luigi Majno (minerals and metals). **Ownership:** Fiat; Riv; Montedison; Snia Viscosa; Finmeccanica; Mr. D. Gentili. **Subsidiary & associates:** Associated trading companies in New York, Buenos Aires and Hong Kong; resident representative in Moscow; subsidiary in Algiers.

**Activities:** Barter deals and parallel business; purchase in foreign countries of raw materials, natural and industrial products, for sale in Italy and abroad; study, planning and sale of complete plants abroad.

**Products handled:** Steel, metals and minerals. Also crude oil, foodstuffs, toys and sundries, textiles, chemicals, machinery, complete industrial plants and turnkey installations.

**Companies represented on agency basis:** Several leading Italian steel producers, mostly for export to Far East.

## ITALY

**Cosinter SpA—Commercio Siderurgico Internazionale**

**Head office:** Via Turati 3, I 20121 Milan. **Tel:** 02 630 891, 6595593. **Telex:** 321414 coter i. **Cables:** Cosinter.

**Management:** Sandro Bonassi (general director), Antonio Bonassi (attorney). **Trading personnel:** Antonio Bonassi and Paolo Bonassi (export/import managers for all areas which the company covers). **Established:** 1959. **Capital:** Lire 5 million. **Ownership:** Private.

**Activities:** Import/export agency for Italian and Hungarian companies; export of Italian steel products.

**Products handled:** Exports—practically all kinds of Italian steel to Poland, Hungary, Rumania, etc.; imports from Hungary—coils, sheets, sections and refractory products.

**Companies represented on agency basis:** Including Acciaierie di Bolzano SpA, Italy (special steel exports to Poland, Hungary and Rumania); Officine Metallurgiche Broggi, Italy (special steel exports to Poland, Hungary and Rumania); Metalimpex, Hungary (imports into Italy of coils, sheets, sections).

**Members of:** Associazione Provinciale Commercianti Metallsiderurgici; Associazione Industrie Siderurgiche Italiane (ASSIDER); Associazione Nazionale dei Commercianti in Ferro e Acciai Metalli Non Ferrosi, Ferramenta e Affini, Rottami (Assofermet).

**Coutinho, Caro & Co (Italia) Srl**

**Head office:** Piazza Velasca 5, I 20122 Milan. **Tel:** 39 2 872 454. **Telex:** 33 40 81. **Cables:** Metalcouco Milan.

**Management:** H. H. Muus (managing director). **Trading personnel:** L. Bissoli (sales). **Established:** 1964. **Ownership:** Member of the CCC group.

**Activities:** Export/import; export/import agency.

**Products handled:** Iron and steel products. Also non-ferrous metal products and chemical products.

**ACL—Acciaierie Creusot-Loire**

**Head office:** Via Adige 19, Milan. **Tel:** 02 5463151, 02 544600. **Telex:** 310216 acl mi i. **Cables:** Forgeac Milan.

**Management:** Marcel Denis Simon (president), Aurelio Noera (director and general manager). **Capital:** Lire 2,000 million. **Branches:** Via dei Lavoratori, Cinisello Balsamo, Milan; Via Stelloni, Sala Bolognese, Bologna; Via San Bartolomeo 23a, Brescia; Cso Firenze 43a Int. 6, Genoa; Via Julia, Capriccio di Vigonza, Padua; Via Aosta 7, Beinasco, Turin.

**Activities:** Import and trading.

**Products handled:** Carbon, alloy, tool, high speed and stainless steel in bars (rounds, squares, hexagons), wire, forgings, sheets, plates.

**Companies represented on agency basis:** Creusot-Loire SA, France.

**Members of:** Associazione Nazionale dei Commercianti in Ferro e Acciai Metalli Non Ferrosi, Ferramenta e Affini, Rottami (Assofermet).

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## Estel Italia Srl

**Address:** Via Larga 15, I 20122 Milan. **Tel:** 865751. **Telex:** 334064.

## Euracciai SpA

**Head office:** Via Borgonuovo 4, I 20121 Milan. **Tel:** 664338, 632645, 6571134. **Telex:** 321521 eurac. **Cables:** Euracciai Milan.

**Management:** Sergio Soprani (president), Mario Rossi (managing director). **Established:** 1958. **Capital:** Lire 100 million. **Branches:** Via Stradella 130, Turin (Tel: 2163690).

**Activities:** Sole agent of foreign companies.

**Products handled:** Special steel, stainless steel, high speed steel, valve steel, casting components.

**Companies represented on agency basis:** Osborn Steels Ltd, UK; Firth Brown Castings Ltd, UK.

**Members of:** Associazione Nazionale dei Commercianti in Ferro e Acciai Metalli Non Ferrosi, Ferramenta e Affini, Rottami (Assofermet).

## Eurinter Italia Srl—see Eurinter SA, Belgium

## Eurosider Brescia Srl

**Head office:** Via Domenico Ghidoni 167, I 25035 Ospitaletto Bresciano (Brescia). **Tel:** 030 640741. **Telex:** 301095. **Cables:** Eurosider Ospitaletto B.

**Management:** Mauro Stefana (president), Giuseppe Masserdotti (managing director).

**Established:** 1975. **Capital:** Lire 25 million. **Ownership:** Acciaierie e Ferriere Stefana F.lli SpA, Italy; Ferrosider SpA, Italy; Profilati Nave SpA, Italy.

**Activities:** Stefana group organisation for export sales of steel products.

**Products handled:** Flat bars, square bars, round bars, IPNs, IPEs, channels, equal angles, equal tees, deformed reinforcing rounds, wire rods.

**Companies represented on agency basis:** Acciaierie e Ferriere Stefana F.lli SpA, Italy; Ferrosider SpA, Italy; Profilati Nave SpA, Italy. For all the products given above, covering mainly Europe and Third Countries.

## Ferrodia Italia Srl

**Head office:** Via Unione 1, I 20122 Milan. **Tel:** 02 873229, 02 876017, 02 860222. **Telex:** 332872 ferdia i, 320319 corlet i. **Cables:** Ferrodia Telex 332872 Ferdia I.

**Management:** Roberto Ovadia (director), Luciano Ovadia (manager). **Trading personnel:** Mrs. Chiara Bellini (import and non-ferrous department), Isidoro Ovadia (marketing officer). **Established:** 1976. **Subsidiary & associates:** Warehousing organisation.

**Activities:** Commission agents, brokers and steel merchants (steel flat product stocks are carried); import/export; wholesalers' and manufacturers' representatives.

**Products handled:** Import—re-rollable railway rails, axles, plates, billets, etc.; off graded, stock and secondary steel rods, structurals, seamless pipes, steel semis, piling; all types of seconds (long products); also ferrous and non-ferrous scrap, stainless steel scrap, zircon nozzles for continuous casting tundishes, refractories for ladle valves, carburising powders and deoxidants, ferro-alloys. Import and stocks carried of all sorts of stock, secondary and off graded flat steels such as—HR, CR, galvanized, pickled, pre-painted, plastic coated and metal coated steel coils, strips, sheets and plates (including cobble plates and thick HR plates); electric steel coils, strips and sheets; tinplate coils, sheets and misprints; commercial carbon steel sheet cuttings. Export—concrete reinforcing steel bars and electro-welded mesh, steel and metal (non-ferrous) mesh, merchant bars, steel ropes, steel rod, carbon and stainless steel billets, stainless steel wire rod, precision steel bars, bright drawn bars, free-cutting and leaded steel bars, constructional steels, welded carbon and stainless steel pipes and fittings; also graphite



**ITALY****Ferrodia Italia Srl** (*continued*)

electrode scrap, alumina and other refractories scrap, nails and fasteners, aluminium profiles, machinery, chemicals, etc.

**Members of:** Associazione Nazionale dei Commercialisti in Ferro e Acciai Metalli Non Ferrosi, Ferramenta e Affini, Rottami (Assofermet).

**Frère-Bourgeois Italia**

**Head office:** Via Fratelli Gabba 6, I 20121 Milan.

**Activities:** Sales.

**Massimiliano Fritz Srl**

**Address:** 8 Via Vigoni, I 20122 Milan. **Tel:** 83 75 141-3. **Telex:** 31132 mafri.

**Cables:** Mafri Milan.

**Dr. Giuliano Fusco**

**Head office:** Via Passione 5, I 20122 Milan. **Tel:** 704244.

**Management:** Giuliano Fusco (owner/manager). **Established:** 1973.

**Activities:** Import agency.

**Products handled:** HR steel plates, sheets, coils; CR steel sheets, coils; universal plates; wire rods.

**Companies represented on agency basis:** Usines Gustave Boël SA (UGB), Belgium (products as above) covering Italy.

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## Harlow & Jones Italia SpA

**Head office:** Via G. Carducci 12, I 20123 Milan. **Tel:** 392 874941. **Telex:** 333441.

For further details please see **Late Notes**.

## Intersteel & Metals Srl

**Head office:** Via Dogana 3, I 20123 Milan. **Tel:** 8053066, 8053173. **Telex:** 321139 alex i.

**Management:** Luciano Bertani (general manager). **Trading personnel:** Loredana Pettenati. **Established:** 1979. **Capital:** Lire 20 million.

**Activities:** Import/export of steel products.

**Products handled:** Sponge iron, billets, reinforcing and merchant bars, beams and joists, plates.

**Companies represented on agency basis:** Primary Industries Corp<sup>t</sup>, USA (sponge iron, billets, reinforcing and merchants bars, beams and joists, plates) on exclusive agency basis for Italy.

## Intertrade Co Srl

**Head office:** Via Cervantes 55/5, I 80133 Naples. **Tel:** 081 328276, 081 321428.

**Telex:** 720206 intert i. **Cables:** Intertrade Naples.

**Management:** Francesco Facelli (managing director). **Established:** 1968. **Capital:** Lire 20 million. **Ownership:** Private.

**Activities:** Import/export agents.

**Products handled:** All steel products. Also ferrous scrap. Areas covered: Worldwide.

## Italmet SpA

**Head office:** Via Viatruvia 43, I 20124 Milan. **Tel:** 39 2 20 41 741-4. **Telex:** 310 185 italmet.

**Ownership:** Asoma—The Lissauer Group.

**Products handled:** Semi-finished steel, bars, structurals, HR and CR products, wire rods, wire products, tubulars.

## C. Itoh & Co Italiana SpA

**Address:** Via Hoepli-Sala dei Longobardi 2, I 20121 Milan. **Tel:** 877541. **Telex:** 310122 citoh i. **Cables:** Citoh Milan.

## Jurinox Sas

**Address:** Via Abbondio Sangiorgio 21, I 20145 Milan. **Tel:** 49 81 368, 49 81 027.

## Dr. Franco Magrini

**Head office:** Via del Corso 184, I 00186 Rome. **Tel:** 6793071, 6789934. **Telex:** 612222 adarom i. **Cables:** Bethexport.

**Management:** Franco Magrini (owner). **Trading personnel:** See management. **Established:** 1979.

**Activities:** Import/export agency, no stocks carried.

**Products handled:** Steel products—alloy and carbon bars, forgings, industrial fasteners, semis, sheet mill products, plates, tinmill products, rails and accessories, structural shapes, reinforcing bars and piling, tool steel, etc. Area covered: Italy. Also ferro-alloys covering Italy, European Economic Community and Mediterranean countries.

## ITALY

**Dr. Franco Magrini** (*continued*)

**Companies represented on agency basis:** Bethlehem Steel Export Corp†, USA (alloy and carbon bars, forgings, industrial fasteners, semis, sheet mill products, plates, tinmill products, rails and accessories, structural shapes, reinforcing bars and piling, tool steel, etc.) covering Italy and such other areas which BSEC may specify from time to time.

**Marubeni Italia SpA**

**Head office:** Viale della Liberazione 18, PO Box 3866, I 20124 Milan. **Tel:** 666547-9, 666540, 650702, 654022-5, 632268, 632314-6. **Telex:** 31307. **Cables:** Marubeni Milan.

**Metalacciai Srl**

**Head office:** Frazione Calvenzana, I 22040 Rogeno (Como). **Tel:** 031 865000-8. **Telex:** 380570 metall i. **Cables:** Metalacciai.

**Management:** Giorgio Vercesi (general manager). **Established:** 1972. **Capital:** Lire 21 million. **Ownership:** Multimettall AG, Switzerland. Giorgio Vercesi, Italy.

**Activities:** Import/export; buyers and sellers of sheet seconds and all grades of stainless steel scrap and special alloy steel scrap and residues.

**Companies represented on agency basis:** Eisenlegierungen GmbH, West Germany.

**Meteco SpA**

**Head office:** Via Perugia Nr. 34, I 10152 Turin. **Tel:** 859807, 859857, 232502. **Telex:** 221094 meteco i.

**Management:** D. Cattaneo (president), E. Chevallard (managing director), F. Minetti (executive). **Trading personnel:** E. Chevallard (managing director), F. Minetti (sales manager). **Established:** 1979. **Capital:** Lire 220 million. **Ownership:** Private.

**Subsidiary & associates:** Sideco Srl (Pompey Acciai—agent for alloy steel semi-finished products).

**Activities:** Import, import agencies.

**Products handled:** Carbon and alloy steels in rounds, billets, blooms and ingots for forging and hot drop forging.

**Companies represented on agency basis:** Carl Spaeter GmbH, West Germany (semis in ordinary and carbon steels).

**Members of:** Associazione Nazionale dei Commercianti in Ferro e Acciai Metalli Non Ferrosi, Ferramenta e Affini, Rottami (Assofermet).

**DO NOT FORGET** to look in Late Notes for late entries and amendments



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## Metinter Srl

**Head office:** Via Pergolesi 31, I 20124 Milan. **Tel:** 2711427, 2711946. **Telex:** 313263 metit i. **Cables:** Intermit.

**Management:** Hans Wuestiner (chairman), Luigi de Filippis (managing director).

**Trading personnel:** Luigi de Filippis (Italy). **Established:** 1976. **Capital:** Lire 20 million. **Ownership:** Metinter AG, Switzerland.

**Activities:** Sole agency for an Australian trading company covering all Italy.

**Products handled:** HR coils and plates, galvanized coils, CR sheets and coils, slabs, ingots, blooms, billets, pig iron.

**Companies represented on agency basis:** Australian Metals Pty Ltd†, Australia (HR coils and plates, galvanized coils, CR sheets and coils, slabs, ingots, blooms, billets, pig iron).

## Mitsubishi Italia SpA

**Address:** Viale della Liberazione 16-18, I 20124 Milan. **Tel:** 6595342-6. **Telex:** 310521. **Cables:** Mitsubishi Milan.

**Management:** K. Komuro (direttore).

## Mitsui & Co Europe (Italia) SpA

**Address:** Piazza del Liberty 2, I 20121 Milan. **Tel:** 780251, 782251. **Telex:** 31578. **Cables:** Mitsui Milan.

## Nichimen Italia SpA

**Address:** Corso Europa 7, I 20122 Milan. **Tel:** 783251. **Telex:** 31489. **Cables:** Nichimen Milan.

## Nissho-Iwai Italia SpA

**Head office:** Corso Italia 17, I 20122 Milan. **Tel:** 02 804020, 02 809401. **Telex:** 310213. **Cables:** Nisshoiwai Milan.

**Management:** Goro Mizutani (president), Ikou Izumi (vice president). **Trading personnel:** K. Shigemasa (director, ferrous department). **Established:** 1977. **Capital:** Lire 1,000 million. **Ownership:** Nissho-Iwai Co Ltd†, Japan (99%). **Branches:** Nissho-Iwai has offices in all main countries.

**Activities:** Import/export; stocks not carried.

**Products handled:** Mainly pipes, HR coils, CR coils, galvanized coils, prestressed concrete strands, wire, wire mesh, wire netting.

## Okura & Co Italia SpA

**Address:** Piazza Liberty 8, I 20121 Milan. **Tel:** 798262-3, 702302, 783891, 793784. **Telex:** 310484. **Cables:** Okura Milan.

## Philipp Bros. Italia SpA

**Address:** Via Fabio Filzi 24, I 20124 Milan. **Tel:** 653 251. **Telex:** 843 310319 phibromi. **Cables:** Phibrolan.

## Cesare Pozzi SpA

**Head office:** Via S. Sofia 21, I 20122 Milan. **Tel:** 02 5468041. **Telex:** 320467. **Cables:** Pozzice Milan.

**Management:** Renato Haase (president and managing director). **Trading personnel:**



## ITALY

**Cesare Pozzi SpA** (*continued*)

Carlo Fassini (iron department). **Established:** 1920. **Capital:** Lire 400 million.

**Activities:** Import and distribution.

**Products handled:** Pig iron. Also ferro-alloys and various materials for iron and steel foundries; inoculants.

**Companies represented on agency basis:** Including Thyssen AG, West Germany; Stahlwerke Peine-Salzgitter AG (P & S), West Germany; Union Carbide Deutschland GmbH, West Germany; Bradley & Foster Ltd, UK.

**Members of:** Associazione Nazionale dei Commercianti in Ferro e Acciai Metalli Non Ferrosi, Ferramenta e Affini, Rottami (Assofermet).

**Stà Adriatica Ferramenta e Metalli—Safem SpA**

**Head office:** Via Frà G. Eremitano 12, I 35100 Padua. **Tel:** 651 433. **Telex:** 430238.

**Cables:** Safem.

**Management:** Giancarlo Comelli (direttore generale), Tullio Businaro (direttore amministrativo). **Established:** 1919. **Capital:** Lire 3,000 million. **Branches:** Branches—Viale delle Industrie 71, Padua; Via Avogadro 5, Bolzano; Via della Pila 5, Porto Marghera (VE); Via Ca' Nove, S. Martino Buon Albergo (VR); Via. M. Buonarroti 22, Feletto Umberto (UD). **Sales:** Via Piave 26, Bolzano. **Service Centre:** Via della Industrie 23, Marcon (VE). **Activities:** Trading.

**Products handled:** Rolled products, sheets, tubes and fittings.

**Companies represented on agency basis:** Acciaierie e Ferriere Lombarde Falck SpA, Italy; ATB—Acciaieria e Tubificio di Brescia SpA, Italy; Cantieri Metallurgici Italiani SpA (CMI), Italy; Officine Metallurgiche Broggi, Italy; Stà Italiana Acciai Utensili Siau SpA, Italy.

**Members of:** Associazione Nazionale dei Commercianti in Ferro e Acciai Metalli Non Ferrosi, Ferramenta e Affini, Rottami (Assofermet); Associazione Commercianti.

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- SPONGE IRON

## Safet SpA

**Head office:** Corso Vittorio Emanuele 111, I 10128 Turin. **Tel:** 011 57 58. **Telex:** 220522. **Cables:** Safet Turin.

**Management:** Piersergio Quaglia (presidente), Giuseppe Ferrero (amministratore delegato). **Trading personnel:** Giorgio Quaglia, Giorgio Martinetto, Mario Sambuelli, Maurizio Casassa, Tony Damouni, Francesco Cane, Domenico Sorrenti, Ugo Gabresi, Nourredine Saighi. **Established:** 1970. **Capital:** Lire 300 million. **Subsidiary & associates:** Cifet SpA, Refit Sas, Ilfem Sud SpA.

**Activities:** Manufacturers and exporters of steel products; purchasers for stockholders and building contractors.

**Products handled:** Reinforcing round steel bars, merchant bars, beams, coils, black and galvanized sheets, gas and water pipes, pipelines, casing and drilling pipes, hollow sections, fabric mesh, gabions, flanges, fittings, wire rods, baling wire, prestressing wire, stainless steel, grinding media, railway materials, stainless steel. Areas covered: Africa, Middle East, Asia and South America.

**Companies represented on agency basis:** Including Feralpi SpA, Italy; Fabbrica Italiana Tubi, Italy; Acciaierie Ferriere Trafilerie Cravetto, Italy; Metallurgica Genovese, Italy; Metalsifa, Italy; Sidercamuna, Italy; Acciaierie Ferriere Alpine SpA, Italy; Co.Ge.Me SpA, Italy; La Magona d'Italia SpA, Italy; Officine Melesi, Italy; Industria Meccanica Ligure, Italy.

## Salzgitter Italiana Srl

**Head office:** Via San Gregorio 10, I 20124 Milan.

## Sandvik Italia SpA

**Address:** Via Varesina 184, I 20156 Milan (Casella Postale 3183, I 20100 Milan). **Tel:** 02 307051. **Telex:** 331101, 331147. **Cables:** Sandvik.

## SEM Italiana Srl

**Head office:** Via D. Manin 3, I 20121 Milan. **Tel:** 02 65 32 31-3. **Telex:** 320 216 sem mi i. **Cables:** Semibo Milan.

**Management:** Board directors—Gastone Buttazzoni, Iwan Boyadjiew. **Trading personnel:** Maurizio Buzzi. **Established:** 1957. **Capital:** Lire 50 million. **Ownership:** Gastone Buttazzoni (40%); Iwan Boyadjiew (60%). **Subsidiary & associates:** SEM Stahl-Eisen-Maschinen Iwan Boyadjiew (GmbH & Co)t, Hamburg (iron and steel product trade); SEM-EDO Wire Industries Ltd, Benin City, Nigeria (welded wire mesh and wire rod by-product production); Imsidex SA, Madrid (iron and steel product trade); Ferrostabia SpA, Castellammare di Stabia, Italy (reinforcing bar production).

**Activities:** Import/export.

**Products handled:** All iron and steel products. Areas covered: All European countries, North Africa, Middle East, Central and South America.

**Companies represented on agency basis:** SEM Stahl-Eisen-Maschinen Iwan Boyadjiew (GmbH & Co)t, Hamburg; SEM Stahl-Eisen-Maschinen Handelsgesellschaft mbH & Co KG, Düsseldorf; SEM Steels Ltd, UK; SEM-EDO Wire Industries Ltd, Nigeria; Imsidex SA, Spain.

**Members of:** Associazione Nazionale dei Commercianti in Ferro e Acciai Metalli Non Ferrosi, Ferramenta e Affini, Rottami (Assofermet).

## Sias—Stà Italiana Acciai Speciali pA

**Head office:** Via Melchiorre Gioia 8, I 20124 Milan. **Tel:** 62781. **Telex:** 311546 xv xv 2003.

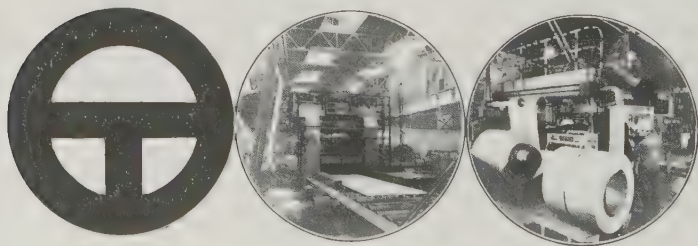
**Management:** Adamo Adani (president). **Ownership:** IRI, Finsider. **Subsidiary & associates:** Breda Siderurgica, Nazionale Cogne, Tecnocogne, Sadea and Cerimet.

## ITALY

**Sias—Stà Italiana Acciai Speciali pA** *(continued)***Activities:** Sales; exports.**Products handled:** Special steels including engineering, high speed, stainless, tool, etc. in ingots, billets, bars and coils.**Siau SpA, Stà Italiana Acciai Utensili****Head office:** Via A. M. Ampère 87, I 20131 Milan. **Tel:** 2367851. **Telex:** 310648.**Cables:** Siauacciai Milan.**Management:** Mario Portanova (general manager). **Trading personnel:** Michele Ventafridda (director). **Established:** 1937. **Capital:** Lire 24 million. **Ownership:** Acciaierie e Ferriere Lombarde Falck SpA, Italy. Acciaierie di Bolzano SpA, Italy. Ugine Aciers SA, France.**Activities:** Import agency; stockists.**Products handled:** Carbon special steels, alloy construction steels for bearings and tools, HR steel bars and billets, cold finished bars. Area covered: Italy.**Members of:** Associazione Nazionale dei Commercianti in Ferro e Acciai Metalli Non Ferrosi, Ferramenta e Affini, Rottami (Assofermet).**Sideco Srl**—see Meteco SpA**Siderexport SpA****Head office:** Viale Brigata Bisagno 2, I 16129 Genoa. **Tel:** 54941. **Telex:** 270202.**Cables:** Siderexport Genoa.**Management:** Giancarlo Gramigna (managing director). **Established:** 1959. **Capital:** Lire 100 million. **Ownership:** IRI-Finsider Group. **Subsidiary & associates:****Affiliated—**Socosibra SA, Avenida Rio Branco 134, Rio de Janeiro, Brazil (Tel:

# TERNINOSS

**ITALY** Gen. Direction and Plant: 05100 TERNI  
 Comm. Direction: 20090 S. MAURIZIO AL LAMBRO - Milano  
 Tel. 2543661 - 2541291 Telex 310366



*All types of ferritic and austenitic stainless steels  
 World wide sales organisation*

## ITALY

**Siderexport SpA** (*continued*)

2325416. Telex: 021 22185); Socomar, Roosevelt Street, PO Box 1290, Addis Ababa, Ethiopia (Tel: 48710, 43440. Telex: 21030); Siderfrance SA†, Paris; Deutsche Siderexport GmbH, Heinrichstrasse 24, D 4000 Düsseldorf, West Germany (Tel: 0211 632031-5. Telex: 8586690 dsdx); Sider Nederland BV, Bouwcentrum Weena 710, Rotterdam 3, Netherlands (Tel: 130666. Telex: 25243); Siderius Canada Ltd, 1240 Bay Street, Suite 601, Toronto, Ont., M5R 2A7, Canada (Tel: 9671330. Telex: 0623375); Sideriberica SA, Travesera de Gracia 18-20, Barcelona, Spain (Tel: 2099322. Telex: 54584 sdiba); Sidercom SA†, Zürich; Siderital Ltd†, 1 Great Cumberland Place, London W1 H7AL, UK (Tel: 01 723 4002. Telex: 28697); Siderius Inc†, New York. **Branches:** Representative offices—29 Boulv. Zirout Youcef, Algiers, Algeria (Tel: 634868-9. Telex: 53738); Flat 9-3, EBN Taalab Street, Cairo, Egypt (Tel: 743999. Telex: 92938); 902 Hutchison House, 10 Harcourt Road, Hong Kong (Tel: 255277-9. Telex: 73919); Vozara Park Avenue, 33rd Street 7, Tehran, Iran (Tel: 685067. Telex: 215242); Hotel Esplanade Intercontinental, Mihanoviceva Ul., 41000 Zagreb, Yugoslavia (Tel: 37387. Telex: 21792); c/o PO Box 12368, Tripoli, Libya (Telex: 20291); Paseo de la Reforma 300, 1405 Mexico 6, DF, Mexico (Tel: 52539. Telex: PP 017 77 590 sideme); Ul. Stawki 2, Warsaw, Poland (Tel: 399111. Telex: 815590); c/o S.C.I.C., PO Box 349, Jeddah, Saudi Arabia (Tel: 29512. Telex: 401182); Dr Franco Oliveri, Torre Maracaibo, of. 15-H, piso 15, Avenida Libertador, Caracas 105, Venezuela (Tel: 724735, 720816. Telex: 25145 sdx ve); IRI/Siderexport, New Peking Hotel, Beijing (Peking), China (Tel: 558331, 552231. Telex: 22300); Finsider/Siderexport, Kursovoy Pereulok 1/1, Ap. 5 (floor 4th), 109034 Moscow, USSR (Tel: 2023111. Telex: 7833).

**Activities:** Export sales organisation of the Italian state steel group.

**Products handled:** Steel products.

**Companies represented on agency basis:** Finsider Group producing companies.

**SKF Acciaio SpA**

**Head office:** Via F. Turati 4, I 20121 Milan. **Tel:** 02 66 60 71. **Telex:** 312377 skf mi i.

**Management:** Gian Carlo Bailo (managing director). **Trading personnel:** Silvano Crespi (steel sales). **Established:** 1919. **Capital:** Lire 2,000 million. **Ownership:** SKF group.

**Activities:** Import; stocks carried.

**Products handled:** Steel, also tools, greases and couplings.

**Companies represented on agency basis:** SKF Steel, Sweden (tubes, bars, wire rods, rings); SKF Steel Strip AB, Sweden (steel strip); J. N. Eberle & Cie GmbH, West Germany (steel strip).

**Socifa SpA—Stà per il Commercio Internazionale dei Ferri ed Acciai**

**Head office:** Via dei Piatti 8, I 20123 Milan. **Tel:** 809221. **Telex:** 334005, 334055.

**Cables:** Socifa Milan.

**Management:** Maurice Harari (managing director). **Trading personnel:** Luciano Miglietti (steel exports to European Common Market area on basis of exclusive sales agency for several Italian steel works), Adriano Rebosio (imports of steel products and semis from Germany, and wire rods from France), B. G. Mouawad (exclusive representation of French secondary aluminium producer, etc. fluorspar metallurgical grade, ferro-alloys). **Established:** 1956. **Capital:** Lire 10 million. **Ownership:** Sté Ufinco, France. Sté Finegi, Luxembourg. **Subsidiary & associates:** Saarex—Saarländische Stahlexport- und Handelsgesellschaft mbH, Sulzbach/Saar.

**Activities:** Import/export mainly on exclusive agency basis; but also as principals.

**Products handled:** Plates, HR and CR sheets, merchant bars, sections, reinforcing bars, wire rods, wire, billets, ingots, pig iron. Also secondary aluminium alloy ingots, non-ferrous scrap, metallurgical grade fluorspar, ferro-silicon, zinc and lead residues.

**Companies represented on agency basis:** Including Acciaierie e Ferriere Lombarde



## ITALY

**Socifa SpA** (*continued*)

Falck SpA, Italy (plates and sections—sole agent for India), Acciaierie e Ferriere Lucchini SpA, Italy (merchant bars and rebars); Acciaierie e Ferriere Vicentine Beltrame SpA (AFV), Italy (merchant bars); Acciaierie di Modena SpA, Italy (merchant bars and sections); Acciaierie Ferriere Trafilerie Cravetto, Italy (merchant bars); and Acciaierie Ferriere Alpine SpA, Italy (merchant bars) covering European Common Market. Métallurgique de Normandie, France (wire rods) covering Italy.

**Members of:** Associazione Nazionale dei Commercialisti in Ferro e Acciai Metalli Non Ferrosi, Ferramenta e Affini, Rottami (Assofermet); Ascom.

**Sogis SpA—Stà General Inter. Scambi**

**Head office:** Via Agnello 18, I 20121 Milan. **Tel:** 86 43 70, 86 54 10. **Telex:** 310551. **Cables:** Sogis.

**Management:** Innocenzo di Palma, Norbert Wurbs. **Established:** 1969. **Capital:** Lire 1 million. **Ownership:** Private.

**Activities:** Import/export.

**Products handled:** All kinds of steel products.

**Members of:** Associazione Nazionale dei Commercialisti in Ferro e Acciai Metalli Non Ferrosi, Ferramenta e Affini, Rottami (Assofermet).

**Solsider-Davumex Srl**

**Head office:** Via Lampedusa 13 I 20141 Milan. **Tel:** 846 70 41. **Telex:** 310440 solsid.

**Management:** Aurelio Noera (president), Franco Mandirola (managing director).

**Trading personnel:** Michel Hallez, Giorgio Paolillo, Alberto Petroboni, Alessandro Rossi. **Established:** 1964. **Capital:** Lire 99 million. **Ownership:** Davalt, France.

**Activities:** Import/export agency for Italy.

**Products handled:** Ingots, blooms, billets, tube rounds, rails, joists, beams and channels, sheet piling, merchant products, wire rods, plates, HR coils and CR coils and sheets, lead coated coils and sheets, galvanized and pre-painted coils and sheets.

**Companies represented on agency basis:** Davalt, France (HR and CR coils and sheets, plates and long steel products); Aciéries et Fonderies de l'Est, France (different kinds of steel and iron castings). Also Wellman Mechanical Engineering Ltd, UK (non-ferrous casting machines, steel sheet processing plants, forging manipulators and mill handling machines).

**Sumitomo Corp Italia SpA**

**Address:** Via A. Vespucci 2, I 20124 Milan. **Tel:** 669801-5. **Telex:** 335105 sumit i. **Cables:** Sumitomo Milan.

**Tehnomak Italiana Srl**—see Tehnometal-Makedonija, Yugoslavia

**Emilio Thierry & Figlio Sas**

**Head office:** Via M. Macchi 27, I 20124 Milan. **Tel:** 273 235, 208 229. **Telex:** 311651. **Cables:** Ethierry Milan.

**Management:** Carlo Thierry. **Trading personnel:** Carlo Thierry, Walter Martini. **Established:** 1967. **Capital:** Lire 12 million. **Ownership:** Carlo Thierry, Renata Thierry.

**Activities:** Import/export agency.

**Products handled:** Bars, sections, wire rods, HR and CR coil, plates, sheets, reinforcing rounds, welded and seamless tubes and pipes. Also aluminium scrap.

## ITALY

**Emilio Thierry & Figlio Sas** *(continued)*

**Companies represented on agency basis:** Metalimpex, Hungary; Südferrum Eisenhandelsgesellschaft, West Germany.

**Members of:** Associazione Nazionale dei Commercianti in Ferro e Acciai Metalli Non Ferrosi, Ferramenta e Affini, Rottami (Assofermet).

**Thyssen Italiana Srl**—see Thyssen Stahlunion GmbH, West Germany

**Titan Italia SpA**

**Address:** Via Brera 30, Milan. **Tel:** 392 875 933. **Telex:** 334038.

**Uddeholm Acciai SpA**

**Head office:** Via Tommaso Edison 60, I 20019 Settimo Milanese. **Tel:** 02 3283836. **Telex:** 332235.

**Management:** Emilio Bellini (managing director). **Trading personnel:** Enrico Casiraghi (stainless steel products), Giancarlo Rabbia (tool steel and high speed steel products). **Established:** 1971. **Capital:** Lire 25 million. **Ownership:** Uddeholm AB, Sweden. **Branches:** Regional offices—Piazza Costituzione, I 10084 Forno Canavese (Turin) (Tel: 0124 7645); Via Giovanni XXIII 37, I 40050 Argelato (Bologna) (Tel: 051 892411).

**Activities:** Import of tool steel, high speed steel and stainless steel; stocks are carried in Settimo Milanese.

**Products handled:** Tool steel—blanking and forming, plastic moulds, extrusions, press and drop forgings; stainless steel—HR plates, CR coils, tubes, bars, wire.

**Members of:** Associazione Nazionale dei Commercianti in Ferro e Acciai Metalli Non Ferrosi, Ferramenta e Affini, Rottami (Assofermet).

**Usinor Italia SpA**

**Head office:** Largo Corsia dei Servi II, I 20122 Milan. **Tel:** 02 78 02 41. **Telex:** 321666 usinit. **Cables:** Usinorit Milan.

**Management:** Amulio Cipriani (director and general manager). **Trading personnel:** Alfredo Sparpaglione (sales director). **Established:** 1972. **Capital:** Lire 200 million.

**Activities:** Trading.

**Products handled:** CR and HR sheets, coil and strip, pre-coated and galvanized sheets, heavy and medium plates, heavy sections, merchant bars, wire rods, welded sections, etc.

**Companies represented on agency basis:** Usinor—Union Sidérurgique du Nord et de l'Est de la France, France; Galvanor/Coloracier—SA de Construction et de Galvanisation de Montataire, France.

# Jamaica

**Reginald Aitken Ltd**

**Head office:** 437 Spanish Town Road, PO Box 280, Kingston 11. **Tel:** 92 38538, 92 36737. **Telex:** 2170 marco ja. **Cables:** Maro.

**Management:** Douglas Aitken (chairman and managing director), Neil B. McLaren (manager, industrial sales division), Derick Cross (manager, merchandise division).

**Established:** 1948. **Ownership:** Private. **Subsidiary & associates:** Aitken Construction Services Ltd (associate company with two divisions: Manufacturing—workshops

**JAMAICA****Reginald Aitken Ltd** (*continued*)

working in structural steel and plates, manufacturing standard products and contract work; construction—site installation and modification of steelwork and machinery).

**Activities:** Import, stocking and distribution of steel sections and plates and machinery.

**Products handled:** Flats, plates, beams, channels, joists, columns, angles, hollow sections, squares, bars, shafting.

**Members of:** Jamaican Chamber of Commerce.

**Gladkaj Enterprises Ltd**

**Head office:** PO Box 300, Kingston 6. **Tel:** 92 96427. **Telex:** 2462. **Cables:** Adkaj.

**Management:** Kaj Hakansson (managing director). **Trading personnel:** See management. **Established:** 1974. **Capital:** J\$1,000. **Ownership:** Kaj Hakansson, Gladys Hakansson, Adrian Delisser, Frances Delisser.

**Activities:** Import agency, no stocks.

**Products handled:** Structural steel sections, plates, wire rod, wire strand.

**Sprostons (Jamaica) Ltd**

**Head office:** PO Box 139, Kingston. **Tel:** 809 923 9251. **Telex:** 2135 alprojam.

**Management:** F. A. Whittaker (president), D. A. Milling (vice president finance and secretary), G. A. Brown (vice president). **Trading personnel:** Carl D. Bryan (departmental manager), Horatio Brown (salesman). **Established:** 1947. **Ownership:** Aluminum Co of Canada Ltd, Canada. **Subsidiary & associates:** Jamaica Tractor & Equipment Co (Jamtrac).

**Activities:** Authorised dealers of steel and a wide range of heavy earth-moving equipment and accessories for mining, construction, agriculture and industrial purposes; stocks are maintained.

**Products handled:** Steel; also OTR tyres and tubes, industrial and automotive bearings, sparking plugs, transmission chains and sprockets, insulation materials, electrical motors, wires, cables and switchgear.

**Companies represented on agency basis:** L. W. Lambourne & Co Ltd, UK and Adria Trading Co, UK (plates, sheets, rectangular hollow sections, channels, rebars, flats, angles).

# Japan

**Asoma International KK**

**Head office:** World Trade Center Building, Suite 2406, 4-1 Hamamatsu-cho 2-chome, Minato-ku, Tokyo 105 (Trade Center PO Box 22, Tokyo 105). **Tel:** 436 6131. **Telex:** 22243 asoma tokasoma. **Cables:** Tokasoma.

**Established:** 1954. **Ownership:** Asoma—The Lissauer Group.

**Activities:** General traders in steel, steel scrap, pig iron, ferrous and non-ferrous ores and concentrates, standard and high temperature alloys, major and minor metals, chemicals, etc.

**Products handled:** Semi-finished steel, bars, structurals, flat rolled products, wire rods, wire products, tubulars.

**Associated Swedish Steels (Japan) Ltd**

**Head office:** Osaka Building, 1-2-2 Uchisaiwai-cho, Chiyoda-ku, Tokyo 100. **Tel:** 503 7714. **Telex:** 2225670 assabt j. **Cables:** Assabsteeltokyo.

**Management:** Bengt E. Wijk (executive vice president), M. Aoki (sales director), K. Mantani (Osaka and Nagoya branch manager), C. Lunden (Urayasu mould base plant

## JAPAN

**Associated Swedish Steels (Japan) Ltd** *(continued)*

manager). **Established:** 1953. **Capital:** Y 100 million. **Ownership:** Wholly-owned subsidiary of Associated Swedish Steels AB, Sweden. **Branches:** Assab-Osaka, 1-50 Kawamata, Higashi-Oswakashi 577 (Tel: 788 7651); Assab-Nagoya, Imaikado Building, 4-18 Miyako-dori, Chigusa-ku, Nagoya 464 (Tel: 733 3901); Urayasu Plant, 2690-34 Tohno, Urayasumachi, Higashi-Katsushika-gun, Chiba-ken 272-01 (Tel: 0473 52 4111).

**Activities:** Import and marketing in Japan of Assab special steels; manufacture of mould bases for the plastics industry; export from Japan of constructional steels, drill rods and hollow bars.

**Products handled:** Tool steels for plastic moulding, blanking, punching, forming, diecasting and extrusion; ASP powder high speed steel for all kinds of cutting tools, blanking and forming, ready made tool bits and endmills, wire rods; CR strip steels for compressor valves, band saws, doctor blades, springs and other demanding applications; circular saw steels; knife steels; stainless steels for use in very special and severely corrosive environments. Also low temperature nickel steels for LNG tanks and carriers.

**Belsan Ltd**

**Head office:** D.K. Building, 3-4 Ginza 8-chome, Chuo-ku, Tokyo 104. **Tel:** 573 3956-8, 574 0934. **Telex:** 22425. **Cables:** Belsanltd Tokyo.

**Management:** Eric Z. Belokamen (president). **Trading Personnel:** Paul K. Yoshikuni (general manager).

**Activities:** Import/export agency.

**Products handled:** Full line of steel products.

**Cometals Far East Inc**

**Head office:** Daini Hurihiko Building, 10-2, 2-chome Kyobashi Chuo-ku, CPO Box 1686, Tokyo 104. **Tel:** 03 567 4461. **Telex:** 22210. **Cables:** Cometals Tokyo.

**Management:** Y. Hamasaki (managing director), S. Takahashi (deputy managing director). **Trading personnel:** M. Kokabu (steel products). **Established:** 1955. **Ownership:** Commercial Metals Co, USA.

**Activities:** Administrative head office for all CMC trading operation outside USA. Import and export sales.

**Products handled:** All products of parent company with special responsibility for Southern Europe, North Africa, Middle East and part of Eastern Europe.

**R. E. Daver (Japan) Ltd**

**Head office:** 802 Muneyasu No. 2 Building, 23 Kanda Nishiki Cho, 1-chome, Chiyoda-ku, CPO Box 457, Tokyo 100-91. **Tel:** 03 295 8177. **Telex:** 24192 daverco. **Cables:** Daverco Tokyo.

**Management:** M. D. Daver (managing director), T. Nakamura (general manager, steel).

**Trading personnel:** See management. **Established:** 1914. **Capital:** Y 30 million.

**Ownership:** R. E. Daver & Co Ltd, Hong Kong (67%). Tri-Union Management Co Ltd, Hong Kong (33%). **Subsidiary & associates:** Various associated companies throughout the Far East.

**Activities:** Export and import of all kinds of steel products.

**Products handled:** Primary and secondary steel products, tubes, all kinds of stainless steel, etc.

**Companies represented on agency basis:** Export agent for many leading Japanese steel producers. Main export markets covered: India and Hong Kong.

**Aug. Eklöw Ltd**

**Address:** Kyodo Building 3-6, 1-chome, Nihonbashi-Ningyocho, Chuo-ku, Tokyo. **Tel:** 667 9684.



## JAPAN

**Erlanger Far East Corp**

**Head office:** Kojimachi Annex, 5-10 Kojimachi 4-chome, Chiyoda-ku, Tokyo. **Tel:** 03 230 0821. **Telex:** 2323310-1 erlang j.

For further details see Erlanger Commercial Corp SA, Switzerland.

**J. Gerber & Co (Japan) Ltd**—see Gerber Goldschmidt Group (S.A.) (Pty) Ltd, South Africa

**Hanwa Co Ltd**

**Head office:** 30 5-chome, Fushimi-machi, Higashi-ku, Osaka. **Tel:** 06 206 3000. **Telex:** 63906. **Cables:** Hanwaco.

**Management:** Jiro Kita (president), R. Naide (executive senior vice president), S. Kita (senior managing director), K. Yoshida (executive director), T. Iwami (executive director), K. Numata (director, oil department). **Trading personnel:** S. Takabayashi (export of steel products, North and South America, Middle East and Europe), H. Itoh (export of steel products, South East Asia, Africa), M. Kanoh (import/export of foodstuff), H. Kohri (import of steel scrap/logs), M. Inoue (import/export of petroleum products). **Established:** 1947. **Capital:** ¥ 4,500 million. **Ownership:** Public company.

**Subsidiary & associates:** Import/export of steels, foods, logs, fuel, etc.—Hanwa American Corp, New York; Hanwa Co (HK) Ltd, Hong Kong; Hanwa Singapore Pte Ltd, Singapore; Hanwa Thailand Co Ltd, Bangkok. **Branches:** Domestic—1-1 4-chome, Sakae, Naka-ku, Nagoya (Tel: 052 262 2371. Telex: 442 4140 nagoya. Cables: Nagoyasakae Hanwa); New Hanwa Building 10-13, 1-chome, Tsukiji, Chuo-ku, Tokyo 104 (Tel: 03 544 2171. Telex: 252 2342. Cables: Hanwasama Tokyo). Overseas—Seoul, Jakarta, Kuala Lumpur, Miri, Sandakan, Bombay, Tehran, Kuwait, Riyadh, London, Las Palmas, Bogotá.

**Activities:** Domestic steel: Stockholding at three major warehouses, each at Osaka, Tokyo and Nagoya, and shipping by truck, rail and coastal vessel to all Japan, direct from the depots. Import/export of steel products, worldwide.

**Products handled:** Steel bar products, structurals and shapes, in all forms; steel construction materials, sheet piling, deck plates, guard rails, etc.; steel plates and sheets and surface finished sheets of all kinds; steel wire rods and wire products; steel pipes and tubes; all kinds of stainless steel products; special steel products and alloys and forgings/castings; raw materials and steel making materials. Also machinery and tools, non-ferrous metal products and virgin ingots, fuel and chemical products (including ship's bunker fuels), logs and lumber products, frozen marine food products and canned foods.

**Companies represented on agency basis:** Japan—Nippon Steel Corp, Sumitomo Metal Industries Ltd, Kawasaki Steel Corp, Kobe Steel Ltd, Nakayama Steel Works Ltd, Godo Steel Ltd, Daido Steel Co Ltd, Nisshin Steel Co Ltd, Tokyo Steel Manufacturing Co Ltd, Osaka Steel Co Ltd, NKK—Nippon Kokan KK. Area covered: Worldwide.

**Members of:** The Japan Iron & Steel Federation, Japan Iron & Steel Exporter's Assn., Japan External Trade Organisation, Japan Galvanized Iron Sheet Exporter's Assn., Japan Wire Products Exporters' Assn., Japan Non-Ferrous Metal Exporters' Assn., Iron & Steel Importers' Assn. of Japan, Osaka Steel Wholesalers' Assn., Osaka Chamber of Commerce & Industry, Tokyo Chamber of Commerce & Industry, The Kozai Club, Japan Steel Wholesalers' Assn., Osaka Stainless Steel Wholesalers Assn.

**Heine Brothers (Japan) Ltd**

**Address:** Kyodo Building (Shin Kyobashi), 2-2 4-chome, Hatchobori, Chou-ku, Tokyo. **Tel:** 552 2101. **Telex:** 22478.

Please see entry for Heine Brothers (Australasia) Pty Ltd, Australia for further details.

**DO NOT FORGET** to look in Late Notes for late entries and amendments

## Intermetals Ltd

**Head office:** Room 414, Hibiya Park Building, 8-1 Yurakucho 1-chome, Chiyoda-ku, Tokyo 100. **Tel:** 03 281 7916. **Telex:** 22480. **Cables:** Metallum.

**Management:** E. Salomon, O. Oshima, N. Tanaka. **Trading personnel:** See management. **Subsidiary & associates:** National Resources Trading Inc, New York; Sebein SA, Brussels.

**Activities:** Export of Japanese, Taiwanese and Korean steel products.

**Products handled:** All steel products, worldwide coverage.

## C. Itoh & Co Ltd

**Head office:** Iron & Steel International Trade Division—Central PO Box 136, Tokyo. **Tel:** 03 639 5111. **Telex:** 22295-7. **Cables:** Citoh Tokyo.

**Management:** Ryuzo Sejima (chairman), Seiki Tozaki (president), Sadao Nakamura (executive vice president), Masao Murakami (managing director in charge). **Trading personnel:** Iron & Steel International: Managers—M. Satoh (No. 1 trade department), Y. Onaka (No. 2 trade department), K. Umiji (No. 3 trade department), S. Kusube (No. 4 trade department). **Established:** 1858. **Capital:** US\$169 million. **Subsidiary & associates:** Subsidiary and joint ventures include: Mitsui-C. Itoh Iron Pty Ltd, Australia (iron ore mine development); Empreendimentos Brasileiros de Mineração SA, Brazil (investment company of MBR); Dufer SA Industria e Comércio de Ferro e Aço, Brazil (processor/dealer in steel products); Hellenic Steel Co A.E., Greece (steel sheet producer); PT Industri Badja Garuda, Indonesia (manufacturer of galvanized iron sheet); PT Steel Pipe Industry of Indonesia, Indonesia (manufacturer of galvanized iron sheet); PT Jakarta Kyoei Steel Works Ltd, Indonesia (manufacturer of round bar); Steel Pipe Industry of Malaysia Sdn Bhd, Malaysia (manufacturer of steel pipe); Galvanizing Industries Ltd, Nigeria (manufacturer of galvanized iron sheet). **Branches:** New York, London, Düsseldorf and another 111 cities throughout the world.

**Activities:** Ranked as one of Japan's big three general trading companies with the following functions: foreign trade (export, import and offshore transactions), distribution, business organisation, diversification, information gathering, financing, management guidance.

**Products handled:** No. 1 department—pig iron, steel ingots, billets, slabs, CR steel sheets and coils, HR sheet coils; No. 2 department—galvanized sheets, painted sheets, electrical sheets, tinplate, tin-free sheets, terne plates, other surface coated steel sheets, stainless steel, alloy steel, high carbon steel, steel rolls; No. 3 department—welded pipes, seamless pipes, other various steel pipes; No. 4 department—wire rods, wire products, rails, round bars, shapes, sheet piling, HR sheets, plates, prefabricated steel structures. Covering all the world.

**Companies represented on agency basis:** Nippon Steel Corp, Kawasaki Steel Corp, NKK—Nippon Kokan KK, Sumitomo Metal Industries Ltd, Kobe Steel Ltd, Nisshin Steel Co Ltd, and other steelmakers of Japan.

**Members of:** Japan Iron & Steel Exporters' Assn.

## Itoman & Co Ltd

**Head office:** Mori Building 20, 7-4 Nishishinbashi 2-chome, Minato-ku, Tokyo 105. **Tel:** 03 504 8140. **Telex:** 22810 tokyo. **Cables:** Itoman Tokyo.

**Management:** Yoshihiko Kawamura (president), Takeo Mikami (director). **Trading personnel:** Seiichi Yamamura (general manager), Minoru Kawabata (North, Central and South America), Tsuyoshi Yoneda (Europe, Middle East, Asia). **Established:** 1883.

**Capital:** Y 2,400 million. **Ownership:** Public company. **Branches:** New York, Los Angeles, Montreal, Melbourne, Sydney, Düsseldorf, Hong Kong, Seoul, Manila, Singapore, Dacca, Bombay, Tehran, Nairobi, Medellín, Quito, Paris, Moscow.

**Activities:** Export/import.

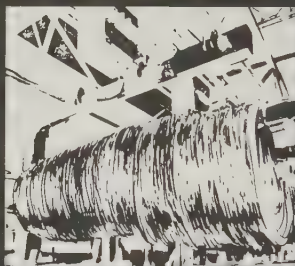
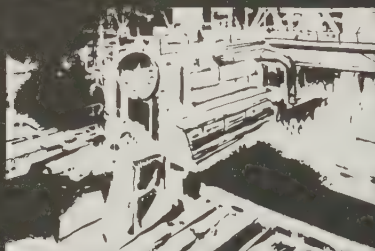
**Products handled:** Steel products, non-ferrous products and machinery.

**Companies represented on agency basis:** Kawasaki Steel Corp, Japan; Sumitomo Metal Industries Ltd, Japan; and many other Japanese steel companies.

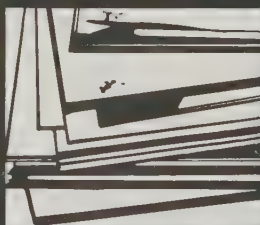
**Members of:** Japan Steel Exporters' Assn.

**KOBELCO**

# Iron and Steel Products



- Wire rods
- Bars
- Plates
- Hot rolled sheets & coils
- Cold rolled sheets & coils
- Galvanized sheets & coils
- Electrical galvanized sheets & coils
- Steel powder
- Stainless seamless tubes & pipe

**KOBE STEEL, LTD.****TOKYO OFFICE:**

Tekko Bldg., 1-chome, Marunouchi, Chiyoda-ku, Tokyo, Japan  
 Phone: (03) 218-7111/Telex: 222-3601 KOBSTL J

**NEW YORK OFFICE:**

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## Iwatani & Co Ltd

**Head offices:** Osaka—1 Hommachi 4-chome, Higashi-ku, Osaka. **Tel:** 06 267 3433. **Telex:** 522 2060 iwaosa j, 522 4978 osaiwa j. **Cables:** Cragvalley Osaka. Tokyo—7-1 Hatchobori 2-chome, Chuo-ku, Tokyo. **Tel:** 03 555 5791. **Telex:** 252 2094 iwatok j, 26661 iwatok j. **Cables:** Cragvalley Tokyo.

**Established:** 1930. **Subsidiary & associates:** 164 companies make-up the Iwatani group and include industrial gas makers, plastic manufacturers, machine tool producers and consumer goods sales firms. **Branches:** Domestic—Sapporo, Sendai, Nagoya, Hiroshima, Takamatsu, Fukuoka. Overseas—New York, Frankfurt, Sydney, Singapore, Hong Kong, Nairobi.

**Activities:** Export and import, triangular trade, licensing, development, distribution, financing.

**Products handled:** Iron and steel—bars, wire, rods, shapes, plates and sheets, tinplate, galvanized sheets, coated steel sheets, pipes and tubes (including cast iron), stainless steel sheets, stainless steel pipes and tubes; non-ferrous metals; minerals; chemicals; plastics; fuels; household appliances; building equipment; construction materials and utilities; construction and contracting; general merchandise; industrial gases; welding materials and equipment; general industrial machinery; environmental protection equipment; etc.

## Jasminco Ltd

**Head office:** Nagao Building, 4-12 Nishishinbashi 1-chome, Minato-ku, Tokyo (Shiba, PO Box 132, Tokyo). **Tel:** 03 501 1351. **Telex:** 22562. **Cables:** Jasmincor.

**Management:** Eiji Kurihara (president), Harumi Furukawa (general manager). **Trading personnel:** Eiji Kurihara (Europe, Africa), Harumi Furukawa (America), Shigeki Kohno (Near East Asia). **Established:** 1959. **Capital:** Y 4 million. **Ownership:** Eiji Kurihara.

**Activities:** Mainly export, sometimes import.

**Products handled:** Export—CR sheets, tinplate, seamless stainless pipes, small bars, high speed steel. Areas covered: Asia, Africa, Middle East. Import—flat products and secondaries. Areas covered: North America.

## Kanematsu-Gosho Ltd

**Head office:** 14-1 Kyobashi 2-chome, Chuo-ku, Tokyo 104 (CPO Box 141, Tokyo 100 91). **Tel:** 03 562 8111. **Telex:** 22333-4, 22205. **Cables:** Kanegold.

**Management:** Board chairman—T. Murase; president—I. Matsuura; executive vice presidents—T. Takahashi, T. Taniguchi; managing directors—H. Suzuki, S. Tanaka, K. Mukai, M. Iwanaga, T. Doi, K. Mouri, K. Hamaguchi, M. Hama, H. Sakurai, S. Ishihara, T. Sugimoto, M. Yumiba, H. Matsudaira. **Trading personnel:** T. Doi (managing director, iron and steel division), K. Tajima (director and general manager, iron and steel foreign trade division), K. Seo (manager, export of flat products), M. Sasamori (manager, export of bars, shapes, pipe and tube), M. Iida (manager, export of wire rods and specialty steel), T. Okazaki (deputy general manager, import of ferrous raw materials), T. Tsuboi (manager, import of ferrous raw materials). **Established:** 1889. **Capital:** Y 8,939 million. **Ownership:** Public. **Subsidiary & associates:** Funabashi Steel Works Ltd (manufacture and sales of steel ingots, billets, round bars and flat bars), Iwaki Steel Center Ltd (shearing, blanking and forming of steel plates and sheets), Kanematsu-Kenzai Co Ltd (sales of steel products), Mukoyama Steel Works Ltd (manufacture and sales of round steel bars). General trading companies—Kanematsu-Gosho (USA) Inc, New York, Chicago, Portland, Dallas, Los Angeles, San Francisco, Houston, Charlotte; Southern Metal Services Inc, Gulf Port; Kanematsu-Gosho (Canada) Ltd, Toronto, Montreal, Vancouver, Calgary; Kanematsu-Gosho (Australia) Pty Ltd, Sydney, Melbourne, Adelaide, Brisbane, Perth; Kanematsu-Gosho (N.Z.) Ltd, Auckland, Wellington; Kanematsu-Gosho GmbH, Düsseldorf, Hamburg; Kanematsu-Gosho (Belgium) SA, Brussels; Kanematsu-Gosho (Europe) BV, Amsterdam; Kanematsu-Gosho (France) SA, Paris; Kanematsu-Gosho Iran Ltd, Tehran; Kanematsu-Gosho (Thailand) Ltd, Bangkok; Kanematsu-Gosho do Brasil Comércio e Indústria Ltda, São Paulo, Rio de Janeiro; Kanematsu-Gosho (Panama) SA, Panama; Kanematsu-Gosho (Hong Kong) Ltd, Hong Kong. **Branches:** Domestic branches—Osaka, Nagoya, Sapporo, Fukuoka,



## JAPAN

**Kanematsu-Gosho Ltd** (*continued*)

Okayama, Niigata, Sendai, Takamatsu, Naha, Hiroshima. Overseas branches—London, Moscow, Manila, Kuala Lumpur, Singapore, Taipei, Seoul. Representative offices—Mexico, Costa Rica, Venezuela, Bolivia, Peru, Guatemala, Cuba, Paraguay, Argentina, New Caledonia, Rumania, Yugoslavia, Czechoslovakia, Poland, Italy, Spain, Egypt, Sudan, South Africa, Saudi Arabia, Iraq, Kuwait, Afghanistan, Pakistan, Bangladesh, India, Burma, Indonesia, Malaysia.

**Activities:** Import/export, mills agents and stockist.

**Products handled:** All commercial steel products and semis, all special steel products, raw materials.

**Companies represented on agency basis:** All major Japanese steel mills.

**Kawasho Corp**

**Head offices:** Tokyo—World Trade Center Building, 4-1 Hamamatsu-cho 2-chome, Minato-ku, Tokyo. **Tel:** 03 435 3111. **Telex:** 24277, 22511. Osaka—Osaka Fukokuseimei Building, 2-4 Komatsubara-cho Kita-ku, Osaka. **Tel:** 06 315 4030. **Telex:** 63222.

**Management:** President—Hideo Kuroda; executive vice presidents—Takatoshi Miwa and Toru Hara; senior managing director—Shunichi Sugihara; managing directors—Tsutomu Sasaki, Renichiro Ueda, Shigeichi Miki, Minoru Nishida, Toru Sugimoto, Jyoichi Hori, Kaoru Shoen, Hiroyuki Kugisawa; directors—Motoi Inokuchi, Kazuo Akazawa, Toshio Miuzuki, Keiji Ikeda, Yutaka Shinmura, Kazunobu Nagai, Munetsugu Sakai; auditors—Michizo Maeno, Fumio Kawakami, Jun Kawai. **Established:** 1954.

**Capital:** Y 3,872 million. **Ownership:** Principal shareholders—Kawasaki Steel Corp, Kawasaki Heavy Industries Ltd, K Line (Kawasaki Kisen Kaisha Ltd), The Dai-Ichi Kangyo Bank Ltd, The Bank of Tokyo Ltd. **Subsidiary & associates:** Associated: Manufacturing—Kuramoto Steel Bar Works Co Ltd, Nagano Canning Co Ltd and Soka Steel Bar Works Co Ltd; steel processing—Aichi Kanzaï Kogyo Co Ltd, Ariake Kohan Kogyo Co Ltd, Chiba Steel Co Ltd, Gumma Steel Co Ltd, Hokuriku Kohan Kogyo Co Ltd, Joban Kohan Kogyo Co Ltd, Kawakita Kogyo Co Ltd, Mizushima Kohan Kogyo Co Ltd, Nakasaki Kohan Kogyo Co Ltd, Nichibei Kenzai Kogyo Co Ltd, Osaka Koatsu Co Ltd, Sanyo Koki Kogyo Co Ltd and Shizuoka Steel Co Ltd; steel distribution—Harumi Kogyo Co Ltd, Ichikura Kozai Co Ltd, Nagahori Kozai Co Ltd, Tohoku Kozai Co Ltd and Tokiwa Sangyo Co Ltd; Kawasho Construction Materials Lease Co Ltd; Kawasho Real Estate Co Ltd. **Branches:** Seoul; Manila; Singapore; Bangkok; Sandakan, Malaysia; Jakarta, Indonesia; Sydney; Kawasho International (USA) Inc, New York; Kawasho International Canada Ltd†, Vancouver; Kawasho Internacional Comércio do Brasil Ltda, Rio de Janeiro; Kawasho International (Europe) GmbH, Düsseldorf; Kawasho International (Hong Kong) Ltd†, Hong Kong.

**Products handled:** All kinds of iron and steel products. Also plant, equipment and construction, shipping, raw materials, chemical products, food, beverages and jewellery.

**Kawatetsu Bussan Co Ltd**

**Head office:** Nippon Press Center Building, 2-1 Uchisaiwaicho 2-chome, Chiyoda-ku, Tokyo 100. **Tel:** 03 502 5411. **Telex:** 24340, 24638, 27592. **Cables:** Tkymtsho Tokyo.

**Management:** Yoshio Kuwae (board chairman of directors), Takeo Imahashi (president), Toshifumi Yoshimura (executive vice president). **Trading personnel:** Toru Akita (managing director, foreign trade division), Teruo Imanishi (director, steel export department). **Established:** 1923. **Capital:** Y 1.4 billion. **Ownership:** Kawasaki Steel Corp, Japan. **Subsidiary & associates:** Kawatetsu Bussan American Corp, New York (import and export); Kawatetsu Bussan do Brasil Importação e Exportação Ltda, Rio de Janeiro (import and export); Kawatetsu Bussan International Development (Hong Kong) Ltd, Hong Kong (import and export); Yamamoto Architectural Steel Rent & Sales Inc, Tokyo (leasing of construction materials). **Branches:** Branches in Seoul, Manila and Los Angeles; offices in London, Melbourne, Perth (Australia), Taipei, Singapore, Bangkok, Goa and Algiers.

**Activities:** Export—all kinds of iron and steel products, plant and machinery, ships. Import—iron ore, coking coal, iron and steel scrap, zinc, nickel, tin, wood chips.

## JAPAN

**Kawatetsu Bussan Co Ltd** (continued)

**Products handled:** Iron and steel—plates, HR and CR steel sheets, galvanized sheets, tinplate, tin free steel, stainless steel, silicon steel, wide flange beams, angles, channels, pipes and fittings, forgings. Areas covered: Worldwide.

**Members of:** Japan Iron & Steel Federation, Japan Iron & Steel Exporters' Assn., Japan Wire Products Exporters' Assn., Japan Galvanized Iron Sheet Exporters' Assn., Special Steel Assn. of Japan, The Kozai Club.

**Kinsho-Mataichi Corp**

**Head office:** 8 Nihonbashi Kayabacho 2-chome, Chuo-ku, Tokyo. **Tel:** 3 668 5211.

**Telex:** 22356, 22905. **Cables:** Kinsho Tokyo.

**Management:** Akitake Miura (chairman), Taizo Kotera (president). **Trading personnel:** S. Nagai and T. Kiuchi (steel products), J. Shintani (ferro-alloys), R. Fukuda (ferro-alloys, metals and scrap), M. Takano (ferro-alloys), M. Sawaki (ores and minerals).

**Established:** 1947. **Capital:** Y 1,605 million. **Ownership:** Public. **Branches:** Domestic—Osaka, Nagoya, Kobe, Hiroshima, Fukuoka, Sendai, Takaoka, Fukui, Fukuyama. Overseas—New York, Sydney, Düsseldorf, Taipei, Hong Kong, Bangkok, Seoul, Manila, Rangoon, Dacca, Jakarta, Johannesburg.

**Activities:** Import, export, import/export agency, stocks carried.

**Products handled:** Alloy steel, tool steel, stainless steel and mild steel—sheets, coils, strips, bars, pipes, tubes, wire rods, wire and wire products. Also ferro-alloys, manganese, chromium and silicon metals, ores and minerals, scrap.

**Companies represented on agency basis:** Recognised merchants of Nippon Kokan KK (NKK).

**Members of:** The Kozai Club, Japan Iron & Steel Exporters Assn., Japan Stainless Steel Assn., Special Steel Assn. of Japan.

**Kjellberg Kabushiki Kaisha**

**Head office:** 2-6 Akasaka 3-chome, Minato-ku, Tokyo 107. **Tel:** 03 582 7171.

**Telex:** 242 2332 kkktok j. **Cables:** Kjellbergs.

**Management:** T. Kanno (president), K. Tapper (managing director). **Trading personnel:** I. Shimura (Japan). **Established:** 1932. **Capital:** Y 48 million. **Ownership:** Kjellbergs Successors AB†, Sweden (belonging to the Axel Johnson Industrial group, Sweden).

**Activities:** Export/import.

**Companies represented on agency basis:** Avesta Jernverks AB, Sweden (special grades) covering Japan.

**Koyo Boeki Co Ltd**

**Head office:** Kyodo Yaesuguchi Building, 5-4 Yaesu 1-chome, Chuo-ku, Tokyo 103.

**Tel:** 03 273 4911. **Telex:** 26728 hyperion. **Cables:** Koyohyperion.

**Management:** Tadashi Hata (president), Ichiro Yamaura (managing director), Isao Ohno (director), Eiichi Nakaochi (director). **Trading personnel:** Export department I—I. Ohno (director and general manager), I. Goto (deputy general manager), S. Hiratake (manager, flat rolled product section I), O. Tanaka (manager, flat rolled product section II); export department II—E. Nakaochi (director and general manager), K. Miura (deputy general manager), Y. Ino (deputy general manager), N. Miura (assistant to general manager), K. Nakajima (manager, coated sheet section), S. Yamaguchi (manager, bar and shapes section), T. Ohyoshi (manager, tubular products section), T. Harimoto (manager, stainless and special steel section). **Established:** 1970. **Capital:** Y 30 million. **Subsidiary & associates:** Koyo Europa NV, Antwerp; Metal Exports Inc, Los Angeles. **Branches:** Los Angeles, London, Taipei, Bangkok, Singapore.

**Activities:** Import/export trading house.

**Products handled:** Iron and steel products including semis, ordinary and special.

**Companies represented on agency basis:** Nippon Steel Corp, Japan.

**Members of:** Japan Iron & Steel Exporters' Assn., Japan Galvanized Iron Sheet Exporters' Assn., Special Steel Assn. of Japan.

## JAPAN

**Marubeni Corp**

**Head office:** 3 Honmachi 3-chome, Higashi-ku, Osaka. **Tel:** 06 266 2111. **Telex:** 63261-2. **Cables:** Marubeni Osaka.

**Management:** President—Taiichiro Matsuo; executive vice presidents—Ryuta Kawasaki, Matsujiro Ikeda, Takeki Haraoka, Shunsuke Awano, Kazuo Haruna, Teiichi Nakajima. **Trading personnel:** Managing director—Satoru Nishio; director—Yoshio Shimizu. **Established:** 1949. **Capital:** ¥ 37,893 million (1980). **Ownership:** Shareholders—The Fuji Bank Ltd (6.5%); The Yasuda Fire and Marine Insurance Co Ltd (5.4%); The Taiyo-Kobe Bank Ltd (4.67%). **Subsidiary & associates:** Iron & Steel (Overseas) Division: Including PT Budidharma Jakarta, Indonesia (manufactures and sells bars); Heung Hwa Industry Co Ltd, Korea (manufactures steel structures); Pioneer Metal Products Co Ltd, Nigeria (manufactures and sells galvanized sheet); PT Sermani Steel Co Ltd, Indonesia (manufactures and sells galvanized sheet); Total Steel of Australia Pty Ltd, Australia (imports and sells various kinds of steel). **Branches:** USA, Canada, Mexico, Panama, Guatemala, Costa Rica, Brazil, Surinam, Argentina, Peru, Venezuela, Bolivia, Chile, Colombia, Cuba, Netherlands, UK, West Germany, Switzerland, Belgium, France, Italy, Spain, Canary Isles, Portugal, Sweden, Finland, Norway, Irish Republic, Greece, Austria, Rumania, Bulgaria, Poland, Yugoslavia, Hungary, Czechoslovakia, East Germany, Algeria, Morocco, Tunisia, Kenya, Tanzania, Ethiopia, Zambia, Nigeria, Ghana, Ivory Coast, Cameroon, Zaire, USSR, Iraq, Abu Dhabi, Dubai, Kuwait, Saudi Arabia, Jordan, Lebanon, Turkey, Sudan, Egypt, Libya, Iran, Pakistan, Bangladesh, India, Sri Lanka, Singapore, Malaysia, Thailand, Indonesia, Philippines, Hong Kong, China, Taiwan, South Korea, Australia, New Zealand, Papua New Guinea, New Caledonia.

**Activities:** Wide range of activities; but in steel, main activity is export of steel products from Japan.

**Products handled:** All kinds of steel products, worldwide.

**Companies represented on agency basis:** Does not represent any company on an agency basis, but handles most steel products of all steel companies in Japan on an independent basis.

**Members of:** Japan Iron & Steel Exporters' Assn.

**Metal Traders Far East Inc**

**Head office:** 1301 Time Life Building, Ohtemachi 2-3-6, Chiyoda-ku, Tokyo 100. **Tel:** 270 7681-3, 246 1581-7. **Telex:** 22386, 26523. **Cables:** Serolatem Tokyo.

**Management:** Edward R. De Couto (president), B. I. Kawakita (director). **Trading personnel:** Y. Sano (ores and metals), H. Iwase (metals). **Established:** 1963. **Capital:** ¥ 85 million.

**Activities:** Import/export, representatives in Japan for overseas mining and metal companies.

**Products handled:** Steel and iron. Also non-ferrous ores and concentrates, metals and scrap, iron ore, chemicals.

**Minamimachi Sangyo Kaisha Ltd**

**Head office:** Tsuji Building, 30-10 Hamamatsucho 1-chome, Minato-ku, Tokyo 105. **Tel:** 03 432 6935. **Telex:** 25685 minasun j. **Cables:** Alacunizn Tokyo.

**Management:** T. Asano (president), K. Ishibashi (chairman), M. Sakaguchi (manager, foreign department). **Trading personnel:** K. Ishibashi, M. Sakaguchi, T. Mimatsu, R. Tsuruta, Y. Tonozuka, S. Mitsuya, S. Narita. **Established:** 1964. **Capital:** ¥ 32 million.

**Products handled:** Iron and steel products. Also ferro-alloys and non-ferrous metals and their alloy products, ingots and scrap.

**Mitsubishi Corp**

**Head office:** 6-3 Marunouchi 2-chome, Chiyoda-ku, Tokyo 100. **Tel:** 03 210 2121. **Telex:** 22222. **Cables:** Mitubisicorp Tokyo.

**Management:** Chujiro Fujino (chairman), Keizaburo Yamada (vice chairman),



## JAPAN

**Mitsubishi Corp** (continued)

Bunichiro Tanabe (president), Enji Haseo (vice president), Makoto Kaneko (managing director). **Trading:** Ferrous metals department B (in charge of alloy steel), steel export department A (ordinary steel for North, Central and South America, and stainless steel and wire rod), steel export department B (ordinary steel for Asia, Australia and New Zealand, and electrical steel and tinplate), steel export department C (ordinary steel for European, Middle East and African market, and galvanized steel for world market), steel pipe and tube export department (tubular products), steel overseas development department (structural steel and offshore steel material). **Established:** 1950. **Capital:** ¥ 50,233,849,900. **Ownership:** Principal shareholders—Mitsubishi Bank Ltd, Mitsubishi Heavy Industries Ltd and Tokyo Marine & Fire Insurance Co Ltd. **Subsidiary, associates & branches:** USA, Canada, Mexico, Guatemala, Panama, El Salvador, Venezuela, Colombia, Ecuador, Peru, Chile, Brazil, Argentina, Bolivia, UK, Norway, Sweden, West Germany, Netherlands, Belgium, France, Spain, Portugal, Italy, Greece, Yugoslavia, Bulgaria, Austria, Poland, Czechoslovakia, Hungary, Rumania, USSR, Egypt, Sudan, Ethiopia, Kenya, Libya, Algeria, Ivory Coast, Nigeria, Zaire, Zambia, South Africa, Turkey, Kuwait, Dubai, Abu Dhabi, Saudi Arabia, Iraq, Iran, India, Pakistan, Bangladesh, Burma, Thailand, Malaysia, Singapore, Indonesia, Philippines, Hong Kong, Taiwan, South Korea, Brunei, Australia, New Zealand, New Caledonia, Papua and New Guinea.

**Activities:** General exporter and importer.

**Products handled:** Iron and steel products, ordinary and special, in any form.

**Members of:** Japan Iron & Steel Exporters' Assn.

**Mitsui & Co Ltd**

**Head office:** Mitsui & Co Building, 2-1 Ohtemachi 1-chome, Chiyoda-ku, Tokyo (CPO Box 822, Tokyo 100 91). **Tel:** 03 285 1111. **Telex:** 22253. **Cables:** Mitsui Tokyo.

**Management:** Board chairman of directors and executive director—Yoshizo Ikeda. Board vice chairman of directors and executive director—Masaru Uchida. President—Toshikuni Yahiro. Executive vice presidents—Saburo Aoki, Eijiro Machida, Shinzo Tsutsumi. Senior executive managing directors—Masami Ishii, Matsugoro Maeda, Eme Yamashita. Executive managing directors—Taro Muramatsu, Yutaka Furuta, Takeshi Tsukamoto, Shiro Nagai, Yoshio Abe, Koichiro Ejiri, Takeshi Izuta, Seiichi Kito, Kazuya Kodama, Toshio Iijima, Tadao Ishikawa, Shin Tsuji, Masumi Kawai, Goro Mizutami, Koichiro Nishikawa. **Trading:** Steel plate and pipe division (domestic); steel sheet division (domestic); steel bars, shapes and products division (domestic); first steel overseas division (export); second steel overseas division (export); steel tubular products and structures overseas division (export); steel wire rods and products division (domestic and export); stainless and special steel division (domestic and export); iron ore division (import); ferrous raw materials division (export/import and domestic); coal division (import and domestic). **Established:** 1947. **Capital:** ¥ 48,395,894,050 (end Feb. 1980). **Ownership:** Public company. **Subsidiary & associates:** Over 260 affiliated companies including Mitsui-C. Itoh Iron Pty Ltd, Mitsui Iron Ore Development Pty Ltd, Thiess Dampier Mitsui Coal Pty Ltd, Alumax Inc, Toyo Engineering Corp. **Branches:** The company has 52 domestic offices, 68 overseas offices and 25 overseas trading subsidiaries (with 61 offices).

**Activities:** Export/import.

**Products handled:** The widest range of iron and steel products. Also raw materials, non-ferrous metals, machinery, chemicals, foodstuffs, textiles, petroleum products, lumber and wood products, construction and development, etc.

**Members of:** Japan Iron & Steel Exporters' Assn.

**Morimura Bros. Inc**

**Head office:** 3-1 Toranomon 1-chome, Minato-ku, Tokyo. **Tel:** 03 502 6431. **Telex:** 23555, 0 2222996. **Cables:** Morymla Tokyo.

**Management:** Takao Morimura (board chairman and president), Shunichi Miyata and Jun Sakai (managing directors). **Trading personnel:** 1st sales division—Yasushi Kida (division manager), Susumu Kishi (manager, 1st department), Akira Ito (manager, 2nd



## JAPAN

**Morimura Bros. Inc** (*continued*)

department); 3rd sales division—Yoshihiko Higashiyama (assistant manager, 1st department), Takeshi Kanazawa (manager, 2nd department). **Established:** 1876. **Capital:** ¥ 180 million. **Ownership:** Morimura Sangyo KK; Isamu Morimura; Mitsubishi Bank; Morimura Homei-kai; Takao Morimura. **Subsidiary & associates:** Morimura Real Estate Co Ltd (acquisition and managing of real estate), Morimura Engineering Co Ltd (designing, manufacturing construction of chemical plants, etc.), Nippon Ceramics Co Ltd (manufacturing of inorganic materials), Morimura-Badish Ltd (manufacturing of pigments, additives, etc.), M&T Japan Ltd (manufacturing of chemicals for plating and surface treatment), Harshaw Murata Co Ltd (manufacturing chemicals of metal finishing and polishing), Moralco Ltd (manufacturing of tabular alumina). **Branches:** Nagoya, Osaka, Okayama, Kitakyushu, New York, Los Angeles. **Activities:** Import/export agency, distributor, wholesaler (some items are stocked). **Products handled:** Export to USA, Canada and Taiwan—stainless steel sheets, bars, pipe; import from USA—carbon steel pipes and tubes. Also aluminium, magnesium and titanium.

**Nichimen Co Ltd**

**Head offices:** Osaka—2-3 Nakanoshima 2-chome, Kita-ku, Osaka 530 (CPO Box 18, Osaka 530 91). **Tel:** 06 202 2271. **Telex:** 63221. **Cables:** Nichimen Osaka. Tokyo—13-1 Kyobashi 1-chome, Chuo-ku, Tokyo 104 (CPO Box 1136, Tokyo 100 91). **Tel:** 03 566 2111. **Telex:** 22620. **Cables:** Tynichimen Tokyo. **Established:** 1892. **Subsidiary & associates:** Including Hokkai Steel Works Corp (steel bars), Nichimen Iron & Steel Enterprise Corp (distribution centre, steel products), Nichimen Stainless Centre Co Ltd (distribution centre, stainless steel products), Nippon Steel Construction Materials Lease Corp (sales and rental of steel construction materials), Orient Kenzai Lease Co Ltd (sales and rental of steel construction materials), Tobu Seitetsu Co Ltd (steel bars). **Branches:** Canada, USA, Mexico, Guatemala, Panama, Venezuela, Peru, Brazil, Paraguay, Argentina, Australia, New Zealand, Korea, Hong Kong, Philippines, Thailand, Malaysia, Singapore, Indonesia, Burma, Bangladesh, India, Pakistan, Iran, Turkey, Syria, Iraq, Saudi Arabia, Kuwait, Abu Dhabi, Dubai, UK, Spain, France, Netherlands, West Germany, Italy, Austria, Poland, Czechoslovakia, Yugoslavia, Rumania, USSR, Algeria, Egypt, Kenya, South Africa, Zaire, Nigeria, Ghana. **Activities:** Import and export, domestic wholesale, plant engineering and construction. **Products handled:** Iron and steel products—HR and CR sheets, plates, GI sheets, tinplates, electro-magnetic sheets, rails, bars, shapes, sheet piling, wire rods, tubes and pipes, etc.; stainless steel products; machinery; chemicals and plastics; petroleum and gas; non-ferrous metals; ferrous raw materials; textiles; logs and lumber; etc.

**Nissho Iwai Corp** (*Please see Late Notes*)

**Head offices:** Tokyo—4-5 Akasaka 2-chome, Minato-ku, Tokyo. **Tel:** 03 588 2111. **Telex:** 22233 nisroka b. **Cables:** Nisshoiwai Tokyo. Osaka—30 3-chome, Imbashi, Higashi-ku, Osaka. **Tel:** 06 209 2111. **Telex:** 63264 nisrocka b. **Cables:** Nisshoiwai Osaka. **Established:** 1928. **Subsidiary & associates:** Nissho-Iwai American Corp (New York, Atlanta, Washington, Boston, Chicago, Houston, St. Louis, Anchorage, Detroit, San Francisco, Los Angeles, Portland, Bellevue, Seattle); Nissho-Iwai Canada Ltd; Nissho-Iwai Mexicana SA, Mexico City; Nissho-Iwai de Venezuela CA, Caracas; Nissho-Iwai do Brasil Ltda (Rio de Janeiro, Belo Horizonte, São Paulo); Nissho-Iwai (Argentina) Srl, Buenos Aires; Deutsche Nissho-Iwai GmbH (Hamburg, Düsseldorf); Nissho-Iwai (Benelux) SA, Brussels; Nissho-Iwai France SA, Paris; Nissho-Iwai Italia SpA, Milan; Nissho-Iwai España SA, Madrid; Nissho-Iwai (Thailand) Ltd Partnership, Bangkok; Nissho-Iwai Co (Aust.) Pty Ltd (Sydney, Melbourne, Brisbane, Perth, Fremantle, Port Moresby); Nissho-Iwai Co (N.Z.) Ltd, Auckland; Nissho-Iwai (Hong Kong) Co Ltd; Nissho-Iwai Co (Iran) Ltd. **Branches:** London, Johannesburg, Seoul, Singapore, Kuala Lumpur, Philippines, San José, Panama, Havana, Guatemala, Lima, Quito, Bogotá, Vitoria, Santiago, La Paz, Gothenburg, Oslo, Genoa, Lisbon, Las

## JAPAN

**Nissho Iwai Corp (cont)**

Palmas, Piraeus, Vienna, Belgrade, Sofia, Budapest, Bucharest, Berlin, Prague, Warsaw, Moscow, Algiers, Lagos, Abidjan, Nairobi, Dar es Salaam, Addis Ababa, Lusaka, Lubumbashi, Kinshasa, Cape Town, Amman, Cairo, Beirut, Damascus, Abu Dhabi, Baghdad, Kuwait, Doha, Jeddah, Riyadh, Damman, Khartoum, Istanbul, Ankara, Karachi, Sanaa, New Delhi, Bombay, Calcutta, Jamshedpur, Madras, Chittagong, Dacca, Colombo, Rangoon, Kota Kinabalu, Sandakan, Kuching, Jakarta, Busan, Noumea.

**Activities:** Worldwide trading, financial transactions, development and processing of natural resources overseas, distribution, housing, leasing, insurance, warehousing, engineering, technology transfer.

**Products handled:** Steel products, ferrous materials, non-ferrous metals, machinery, ships, textiles, lumber, general commodities, fuel oils, chemicals, foodstuffs.

**Nomura Trading Co Ltd**

**Addresses:** Osaka (head office)—15 Bingo-machi 1-chome, Higashi-ku, Osaka 541. **Tel:** 06 268 8111. **Telex:** 63367 nomura aj. **Cables:** Nomurabldg Osaka. Tokyo—Shin-Yaesuguchi Building, 2-1 Yaesu 2-chome, Chuo-ku, Tokyo 104. **Tel:** 03 277 4511. **Telex:** 22396 nomurabo j. **Cables:** Nomurabo Tokyo.

**Management:** President—Hironobu Mitani. Managing director—Kiyohiko Wada. Directors—Takaaki Kikuyama, Yuji Ozeki, Hiroyuki Izawa, Yoshio Hashimoto, Kiyoshi Iwamuro, Norihiko Nawata, Shogoro Toyoda, Masayoshi Tatsu, Ikuo Takeda, Shigeo Shimizu, Yoshiyuki Yasui, Yasuichiro Sato, Masaka Sawamura. **Trading:** Osaka office—iron and steel department, export section. Tokyo office—iron and steel department, export sections No. 1, 2 and 3. **Established:** 1917. **Capital:** Y 600 million.

**Subsidiary & associates:** Nomura Trading (Thailand) Co Ltd, Nomura (America) Corp, Nomura Trading Co Inc, Deutsche Nomura GmbH, Intercambio Comercial Nomura Ltda, Nomura Trading Co (Australia) Pty Ltd. **Branches:** Hong Kong, Singapore, Kuala Lumpur, Seoul, Manila, Jakarta, New Delhi, Tehran, Kuwait, Jeddah, Noumea, Beijing.

**Activities:** Import/export/overseas joint ventures.

**Products handled:** Pig iron; ingots, slabs and billets; flat products—plates, HR and CR sheets, galvanized sheets, silicon steel sheets and strip, CR and HR strip; bars and sections—rounds, high tensile deformed bars, channel bars, angle bars, flat square bars, shafting bars, wide flange beams, joists; wire products—mild steel and high tensile wire rods, mild steel and high tensile wire, annealed wire, wire rope; special steel—magnet, spring, stainless and carbon tool; pipes—black and galvanized tubes, furniture tubes, conduit tubes, seamless pipe, lance pipe. Also iron ore, manganese ore, other ores, coal, iron and steel scrap, re-rolling scrap, cast iron scrap.

**Ohmi Industries Ltd**

**Address:** 4 6-chome, Shiomachidori, Minamiku, Osaka. **Tel:** 06 252 2470. **Telex:** 63771 kkoyagi j.

**Activities:** Export, steel and machinery.

**Okaya & Co Ltd**

**Head office:** Registered address—4-18 Sakae 2-chome, Nakaku, Nagoya. Overseas division—3-6 Otemachi 2-chome, Chiyoda-ku, Tokyo. **Tel:** 03 270 9811. **Telex:** 2 2245. **Cables:** Okayasteel Tokyo.

**Management:** Yasuharu Okaya (president), Toshio Iida (executive vice president).

**Trading personnel:** Directors and managers—Yoshiya Imaeda (coordination department), Masamichi Okada (ferrous raw materials department), Toshiro Komatsu (machinery department), Ryokichi Fujiyasu (iron and steel export department). Manager—Kikuzo Date (non-ferrous department). **Established:** 1669. **Capital:** Y 1,500 million. **Ownership:** Private limited company. **Subsidiary & associates:** Subsidiaries (main activities are export/import)—Okaya (USA) Inc, New York (branches: Chicago, Los Angeles, Houston); Okaya Europe GmbH, Düsseldorf; Okaya Australia Pty Ltd, Sydney; Okaya do Brasil Representação Ltda, São Paulo.

## JAPAN

**Okaya & Co Ltd** (*continued*)

Representative offices—Tehran, Singapore, Hong Kong. Associated—Siam Suriya Co Ltd, Bangkok.

**Activities:** Import/export agency (trading house).

**Products handled:** Iron and steel and alloy steel. Also non-ferrous metals, iron ores, minerals, steel scrap, hardware and tools, machinery and plant, chemicals, foodstuffs and liquor.

**Companies represented on agency basis:** Any product produced by most Japanese integrated and electric furnace steel mills. Market areas covered: Worldwide.

**Okazaki Minerals & Refining Co Ltd**

**Head office:** 12-6 Utsubohonmachi 1-chome, Nishi-ku, Osaka MZ 550. **Tel:** 06 443 8181. **Telex:** 524 8267. **Cables:** Okazakiore.

**Management:** President—Tsuneo Okazaki; directors—Hisami Kawabata (managing), Kazushi Matsuda, Iyoshi Tamura (accountant). **Trading personnel:** Noboru Fujii (manager, export), Masao Yamanaka (assistant manager, import), Kazuo Hiraishi (assistant chief, import), Matakatsu Inoue (assistant chief, export). **Established:** 1868.

**Capital:** ¥ 150 million. **Ownership:** Tsuneo Okazaki. **Subsidiary & associates:** Okazaki Hüttenes-Albertus Chemicals Co Ltd (producer of foundry binders). **Branches:** Tokyo, Nagoya, Osaka, Okayama and Kitakyushu.

**Activities:** Producers; import/export.

**Products handled:** Pig iron. Also foundry requisites, molybdenum, ferro-silicon, hardware, screws, electric resistance wire, welding equipment.

**Companies represented on agency basis:** Elkem, Norway (pig iron). Market areas covered: Japan and Korea.

**Okura & Co Ltd**

**Head office:** 3-6 Ginza Nichome, Chuo-ku, Tokyo. **Tel:** 03 563 6111. **Telex:** 22306. **Cables:** Okura Tokyo.

**Management:** Chairman—Eijiro Itoh; president—Seiichi Kato; executive vice president—Taichi Yamada; managing directors—Taketarō Takenaka (senior), Sadajiro Kishimoto, Osamu Ikeda, Kanji Takabe, Yoshinao Muranaka, Yoshio Fujii, Toshihisa Kawasato; directors—Kunio Nakagawa, Kasuo Kobayashi, Shunji Kakegawa, Toshio Yamanouchi, Hiroshi Inoue. **Trading personnel:** General manager—Y. Muranaka (metals 2nd division), assistant general manager—T. Yamanouchi (metals 2nd division). General managers—S. Kojima (planning and development department), Y. Miyazaki (steel export 1st department), K. Abe (steel export 2nd department), Y. Fukuda (steel raw materials department), K. Munezane (non-ferrous metals department).

**Established:** 1873. **Capital:** ¥ 4,000 million. **Subsidiary & associates:** Subsidiaries (domestic)—Inter-Bulk Chartering Co Ltd (marine transportation), Okura Engineering Co Ltd (design, manufacture and sales of heat exchangers), Okura Machine Service Co Ltd (installation and repair of Gleason's machinery), Okura Constructors Overseas Ltd (installation of machinery), Okura Ship Industry Co Ltd (design and manufacture of hatch covers), Okura Electronics Service Co Ltd (sales and repair of electrical machinery), Okura Metal Co Ltd (sales of drawn copper), Okura Forest Products Co Ltd (inspection of imported lumber), Seiritsu Engineering Co Ltd (manufacture of automatic control device), Seiritsu Kogyo Co Ltd (manufacture of universal hydraulic testing machines), Chugoku Sekiyu Service Co (gas station). Affiliates—Imabari Steel Center Co Ltd (shearing, blanking and forming of steel plates, sheets and coils), Stukk Trading Co Ltd (sales of sporting goods), Japan Icos Co Ltd (construction work), Japan USS Technology Co Ltd (design and manufacture of continuous casting machines).

**Branches:** Overseas—London, Düsseldorf, Paris, Milan, Bucharest, Tehran, Dubai, New York, Portland, Chicago, Houston, Seattle, Vancouver, Hong Kong, Singapore, Taipei, Bangkok, Jakarta, Kuala Lumpur, Manila, Calcutta, New Delhi, Sydney, Rio de Janeiro, São Paulo, Lima, Buenos Aires, San José, Bogotá, Los Angeles.

**Activities:** General trading company (import, export, domestic).

**Products handled:** Steel export 1st department—plates, sheets, coils, metal coated sheets and coil, silicon sheet, tinplate, electro galvanized sheets, terne sheets, stainless



## JAPAN

**Okura & Co Ltd** (*continued*)

steel (bars, sheets, plates, strip, wire and wire rods), special steels (alloy bars, wire and wire rods, hollow drill steel and high carbon strip, etc.), car axles; steel export 2nd department—carbon steel pipes and tubes (oil country tubular goods, API line pipes, gas, water and boiler, etc.), alloy steel tubes, pipe fittings, wire rod and wire products, bars, shapes (angles, channels, wide flange beams, etc.), rails, pig iron, semis, welding electrodes; steel raw materials department—iron ore, pellets, coal, coke, coke breeze, LPG, pig iron, iron and steel scrap, ferruginous manganese ore, fluorspar, slags, etc.; non-ferrous metals department—copper, lead, zinc ingots and other metals, non-ferrous ores and scrap, bare copper wire, refractory brick and material, carbon black, graphite electrode, aluminium sheet pipe and other products, manganese ore, chrome ore, ferro-alloys, etc.

**Companies represented on agency basis:** NKK—Nippon Kokan KK, Nippon Steel Corp, Sumitomo Metal Industries Ltd, Kawasaki Steel Corp, Kobe Steel Ltd, Nisshin Steel Co Ltd, Nippon Metal Industry Co Ltd, Daido Steel Co Ltd, Nippon Kinzoku Co Ltd, Nippon Benkan Kogyo Co Ltd.

**Overseas Metal Co Ltd**

**Head office:** 322 Sanshin Building, 4-1 Yurakucho 1-chome, Chiyoda-ku, Tokyo 100. **Tel:** 03 508 2155-7. **Telex:** 25327 ovrsmtl. **Cables:** Ovrsmtl Tokyo.

**Management:** Alfred Younghem (managing director), Kouichi Suzuki (director).

**Trading personnel:** See management. **Established:** 1975. **Ownership:** Private.

**Activities:** Import/export agency.

**Products handled:** Steel products. Also steel scrap; non-ferrous metals, scrap and ores; ferro-alloys.

**Companies represented on agency basis:** Including Scandex Steel SA†, Belgium (steel semis, products, scrap). Areas covered include all the Far East.

**Pan American Trading Co Ltd**

**Head office:** Nippon Building, 6-2 Otemachi 2-chome, Chiyoda-ku, Tokyo 100. **Tel:** 270 5031. **Telex:** 02223482 panamj. **Cables:** Panam Tokyo.

**Management:** Osamu Yamazoe (president), Kozo Sato (director), Toyohisa Yamazoe (director). **Trading personnel:** Kozo Sato (export manager). **Established:** 1948.

**Capital:** ¥9 million. **Ownership:** Osamu Yamazoe (75%).

**Activities:** Export/import.

**Products handled:** Bars, shapes, plates, wire netting, tubings, stainless steel products. Also copper alloys.

**Philipp Bros. Far East Inc**

**Address:** Kokusai Building, Room 933, 1-1 Marunouchi 3-chome, Chiyoda-ku, Tokyo 100. **Tel:** 03 211 4511. **Telex:** 22269. **Cables:** Phibrotok.

**Primary Industries (Far East) Corp, Japan Branch**

**Address:** 9-20 Akasaka 1-chome, Minato-ku, Tokyo. **Tel:** 03 585 5361. **Telex:** 242 2740. **Cables:** Primaryeast.

**Management:** Kumehiro Aso (president). **Established:** 1970. **Capital:** US\$50,000. **Ownership:** Primary Industries Corp†, USA. **Subsidiary & associates:** Associates—Primary Metal & Mineral Corp, New York; Primary Steel Inc, New York; Primary Export Corp, New York; Lonconex Ltd, London; Primary Industries Trading GmbH†, Düsseldorf; Primary Steel SA, Brussels; Primary Industries Trading SA†, Fribourg, Switzerland; Primary Steel (Nigeria) Ltd, Lagos; Primary Industries (Middle East) Corp, Tehran; Primary do Brasil†, Rio de Janeiro. All members of the Primary group deal in ferrous and non-ferrous metals and minerals.

**Activities:** Import/export.

**Products handled:** Full range of steel products. Also raw materials for steel industry.



## JAPAN

**Sadoshima Metal Co Ltd**

**Head office:** 7 Unagidani Higashinocho, Minami-ku, Osaka. **Tel:** 06 244 5576-9. **Telex:** 64728 sado j, 522 2039. **Cables:** Sado Osa.

**Management:** Shojiro Sato (president). **Trading personnel:** Y. Shimoyama (assistant manager, export of iron and steel, aluminium products), K. Shimada (assistant manager, export of stainless steels and copper alloy products, import of aluminium scrap).

**Established:** 1875. **Capital:** Y 300 million. **Branches:** 20, 3-chome Kanda Nishikimachi, Chiyoda-ku, Tokyo.

**Activities:** Export/import.

**Products handled:** Export—iron and steel and stainless steels, also non-ferrous metals, hardware, hand tools and other sundry items to India, Pakistan, Hong Kong, Singapore, New Zealand, Australia, Kuwait, Iran, USA. Import—aluminium scrap from USA, Canada, Australia, New Zealand and Kenya.

**Sandvik Japan KK**

**Head office:** Sannomiya Building, 1-18 7-chome Onoe-dori, Fukiai-ku, Kobe 651. **Tel:** 078 231 3001. **Telex:** 5622 820 sjk.

**Management:** K. Inamura (chairman), A. Friberg (managing director), L. I. Hising (director), O. Nordstroem (auditor). **Trading personnel:** T. Nakamura (manager, steel division), I. Watanabe (assistant manager, strip and wire sales), I. Yamamoto (assistant manager, tube sales), K. Koizumi (section chief, strip and wire sales). **Established:** 1961. **Capital:** Y 1,710 million. **Ownership:** Fully-owned subsidiary of Sandvik AB, Sweden. **Subsidiary & associates:** Nihon Sandvik Seizo KK and Sandvik Conveyor System KK (subsidiaries). Sandvik AB has 102 subsidiaries throughout the world.

**Branches:** 33 Mori Building, 8-21 3-chome Toranomon, Minato-ku, Tokyo 105; 1120 Nippa-cho, Kohoku-ku, Yokohama 223; Ishio Building, 8-19 Hashimoto-cho, Hiroshima 730; New Long Hill Building, 2-4 1-chome Ohte-dori, Nagaoka 940; Hoshigaoka-Chuo Building, 113 Inoue-cho, Chigusa-ku, Nagoya 464; Shin-Tsurumibashi Building, 14-48 1-chome Ban-cho, Okayama 700; Sunshine Building, 10 Nishi 3-chome, Minami-Sanjo, Chuo-ku, Sapporo 060.

**Activities:** The company imports products manufactured by Sandvik AB, Sweden and its subsidiaries; stocks carried.

**Products handled:** Steel division—tubes (mechanical, heat exchanger and stainless schedule pipes), wire (stainless welding and stainless electrode), strip (flapper valve steel, shock absorber steel, razor blade steel, kitchen knife steel).

**Companies represented on agency basis:** Including Sandvik AB, Sweden (tubes, wire, strip products); Sandvik Inc, USA (electrodes); Fagersta AB, Sweden (high speed steel); Avesta Jernverks AB, Sweden (tube, sheet and plate).

**Members of:** Japan Petroleum Institute, Japan Welding Society, Japan Atomic Industrial Forum Inc, Iron & Steel Institute of Japan.

**Sanyu Bussan Kaisha Ltd**

**Head office:** 4-26 1-chome, Takanawa, Minato-ku, Tokyo 108. **Tel:** 03 445 7321. **Telex:** 26615 sbktyo. **Cables:** Sanbukaltd Tokyo.

**Management:** Koichi Wako (president), Shoichiro Kubota (executive vice president), Hideji Ueno (director, accounting). **Trading personnel:** Masaru Suzuki (export of mild and specialty steel products such as stainless steel in wires, wire ropes, fasteners, sheets, plates, pipes, etc.), H. Yamagata (import of specialty steel products such as tungsten carbide cutting tool, plates, wire rods, etc.). **Established:** 1960. **Capital:** Y 10 million (paid-up). **Ownership:** Koichi Wako (100%). **Branches:** Osaka.

**Activities:** Export/import; stocks carried.

**Products handled:** See under trading personnel.

**Companies represented on agency basis:** A/S Dansk Hardmetal (tungsten carbide tips). Market area covered: Japan (exclusive agency).

**DO NOT FORGET** to look in Late Notes for late entries and amendments

## Sato-Shoji Corp

**Head office:** 13-10 Hatchobori 1-chome, Chuo-ku, Tokyo. **Tel:** 553 7031. **Telex:** 2522036 aeclas. **Cables:** Aewancclas Tokyo.

**Established:** 1930. **Ownership:** Masao Akimoto; The Daiwa Bank Ltd; Isuzu Motors Co Ltd. **Subsidiary & associates:** Including Nippon Clutch Co Ltd, Urawa, Japan; Sanshin Seiko KK, Tokyo; Sunbeam Inc, Yamagata, Japan; Nippon Yoshiki KK, Tsubame, Japan; Seki Hamono KK, Seki, Japan; Sato-Shoji Inc, Los Angeles.

**Branches:** 36 branch offices in Japan and overseas branches in New York and Los Angeles.

**Products handled:** Special steel, mild steel, stainless steel, forged steel products and related steel products; non-ferrous metals; chemical products; etc.

## Scandex Steel Far East

**Head office:** 322 Sanshin Building, 4-1 Yurakucho, 1-chome, Chiyoda-ku, Tokyo 100. **Tel:** 508 2155-7. **Telex:** 25327.

**Management:** Alfred Younghem (managing director).

**Activities:** Scandex Steel is an independent privately owned steel trading organisation specialising in steel semis (billets, blooms), steel scrap, rerolling materials.

**Companies represented on agency basis:** Svenskt Stal AB (SSAB), Sweden (semi-finished products division, in North America and specific Far Eastern areas).

## Schoeller Bleckmann Phoenix Seiko Gomei Kaisha

**Head office:** 5th Floor, Shinbashi Pine Building, 5-11 Shinbashi 3-chome, Minato-ku, Tokyo. **Tel:** 591 2711-3. **Telex:** 28853 sbs j. **Cables:** Stalphonix Tokyo.

**Management:** Rudolf Schreck (manager), Josef Kopetzky (assistant manager).

**Established:** 1928. **Capital:** Y 9,600,000. **Ownership:** Vereinigte Edelstahlwerke AG, Austria. **Branches:** Sawada Building, 3-47 Sonezaki Shinchu, Kita-ku, Osaka (N. Yoshimura, branch manager).

**Activities:** Import, no stocks carried.

**Products handled:** Special steel and steel products. Also oil drilling equipment, mining and construction equipment, antipollution equipment, fermentation equipment and industrial machinery.

## Seiwo Bussan Co Ltd

**Head office:** Shin-shin Kaikan Building, 14-1 Nihonbashi 3-chome, Chuo-ku, Tokyo. **Tel:** 03 274 6241. **Telex:** 26423 seobusan, 28646 selen, 2227044 seiwo j. **Cables:** Seiwobussan Tokyo.

**Management:** T. Harunari (president), T. Hirukawa (managing director), N. Tanaka (director), Y. Matsuzaki (director), I. Nakamura (auditor). **Trading personnel:** Managers—Y. Tsuruki (sales department), Y. Fujiki (No. 1 sales division), Y. Oshiro (No. 2 sales division), K. Ozasa (No. 3 sales division), I. Komatsu (No. 4 sales division).

**Established:** 1958. **Capital:** Y 40 million. **Ownership:** Joint stock company.

**Branches:** 521 5th Avenue, Suite 1748, New York, NY 10017, USA; 7a Avenida 7-22, Apto. 45, Zona 4, Guatemala City, Guatemala; c/o Priya Chemicals, Apeejay House, 4th Floor, 130 Apollo Street, Bombay 400023, India.

**Activities:** Import, export, transit, domestic business on own account with stocks.

**Products handled:** Iron and steel in general, prime and secondary. Also non-ferrous metals, minor precious metals and ores, organic and inorganic chemicals, pharmaceuticals, plastics, dyes, pigments and their intermediates, industrial and electronic machinery and parts, rubber tyres and tubes, foodstuffs.

**Companies represented on agency basis:** Intsel Corp, USA for North America in general; Dong Oh Commercial Co Ltd, South Korea for South Korea; Fr. Frauchiger-Nigst Ltd, Switzerland for Switzerland; Burwill Trading Ltd, Hong Kong for Hong Kong; Amalgamated Universal Agencies Pvt Ltd, India for India.

## JAPAN

**Shinsho Corp**

**Addresses:** Osaka—5 Kitahama 3-chome, Higashi-ku, Osaka 541. **Tel:** 06 202 2231. **Telex:** 0522 4702 shinsho j. **Cables:** Tradeshinsho Osa. Tokyo—2-5 Nihonbashi 1-chome, Chuo-ku, Tokyo 103. **Tel:** 03 272 6451. **Telex:** 0222 3426 shinsho j. **Cables:** Tradeshinsho Tok.

**Management:** Tsuguo Suzuki (representative director and president), Shoichi Akimura (representative director and vice president), Yukio Yajima (director and executive officer), Haruyuki Takahashi (director). **Trading personnel:** Takeyoshi Yamaguchi (general manager, international administration division). **Established:** 1946. **Capital:** Y 3,930,281,250. **Subsidiary & associates:** The Shinsho American Corp, Chicago (export and import of iron and steel products, non-ferrous metal products and machinery). **Branches:** Unit 1304, CPF Building, Robinson Road, Singapore 0104 (Tel: 220 3329. Telex: 23390 shinsho rs); Chansitor House, 37-8 Chancery Lane, London WC2 (Tel: 01 404 0533. Telex: 261468 shinko g); Suite 3, 6th Floor, 88 Pitt Street, Sydney, NSW 2000 (Tel: 02 233 8432. Telex: 70431 shinsho aa).

**Activities:** Export and import of iron and steel and non-ferrous metal products. Also ores and mining products; industrial, construction machinery, chemical equipment and plants, machine tools and all kinds of instruments. Area covered: Worldwide.

**Products handled:** CR and HR sheets and coil, electro and hot dipped galvanized sheets and coil, plates and shapes, pipes and tubes, bars, wire rope and strand. Also aluminium and aluminium alloy products, copper and copper alloy products, condenser tubes, and castings and forgings.

**Members of:** Tokyo, Osaka and Kobe Chambers of Commerce & Industry; Japan External Trade Organisation (Jetro); Japan Commercial Arbitration Assn.

**Shintoa Koeki Kaisha Ltd**

**Head office:** 3-1 Marunouchi 3-chome, Chiyoda-ku, Tokyo 100. **Tel:** 03 212 8411. **Telex:** 222 2143 sintoa j. **Cables:** Kabutrade Tokyo.

**Management:** Kiyoji Tsuji (president), Setsuo Washio (vice president), Nobutaka Iino (senior managing director), Hidetaro Takeda (managing director and general manager, metal and machinery division). **Trading personnel:** Masakazu Ishikawa (manager, metals department), Eiji Komagata (overseas trade section, metals only). **Established:** 1952. **Capital:** Paid-up: Y 500 million. Authorised: Y 2,000 million. **Ownership:** Main shareholders: Mitsubishi Corp† (369,000 shares), Tokio Marine & Fire Insurance Co Ltd (90,000 shares), Mitsubishi Heavy Industries Ltd (75,000 shares), Mitsubishi Bank Ltd (40,000 shares). **Subsidiary & associates:** Shintoh Ltd (steel scrap); Tokyo Aluminium Centre Ltd (aluminium scrap); Yoshihara Ltd, Metal & Machinery Division (machinery). **Branches:** Domestic—Osaka, Nagoya, Fukuoka, Kagoshima, Nagasaki, Kitakyushu, Hiroshima, Shizuoka, Sendai. Overseas offices—Taipei representatives; Shintoa International Inc, Los Angeles and New York; Singapore representatives.

**Activities:** Import/export and domestic sales of steel and metals. Also machinery, foods, fuels, petrochemicals, construction, lumber, paper and general merchandise.

**Products handled:** Export—steel pipe to South East Asia, steel wire rope to Canada, steel sheets (coloured) to the Middle East; import—non-ferrous ores and concentrates from South America.

**Nihon Siber Hegner KK**

**Address:** Shuwa Onarimon Building, 6th Floor, 1-1 Shimbashi 6-chome, Minato-ku, Tokyo 105 (Shiba PO Box 203, Tokyo 105 91). **Tel:** 03 437 5077. **Telex:** 26177. **Cables:** Siberimco Tokyo.

**Management:** A. Michaud (president), Kurt E. Sieber (executive managing director). **Trading personnel:** S. Tomita (manager, metal division), P. T. Yonaga (metal imports), S. Sasaki (metal exports). **Established:** 1865 in Yokohama. **Capital:** Y 1,500 million. **Ownership:** Member of the Siber Hegner group. **Subsidiary & associates:** Some 40 companies worldwide.

**Activities:** Import/export.

**Products handled:** Ferrous and non-ferrous metals and minerals.



## SKF of Japan Ltd

**Head office:** SKF Building, 9-1 1-chome Shiba Daimon, Minato-ku, Tokyo 105. **Tel:** 436 4121. **Telex:** 2422456 skftok j. **Cables:** Skefko.

**Management:** Isao Nagayama (managing director), Nils Bonde (executive director).

**Trading personnel:** M. Kanemoto, K. Ueno. **Established:** 1932. **Capital:** Y 420 million. **Ownership:** Subsidiary company of AB SKF, Sweden.

**Activities:** Import/export.

**Products handled:** Steel strip (hardened and unhardened, carbon and alloy); wire rods (carbon and alloy); tube (carbon and alloy); powder high speed steel (bar); tool steel (bar); piano wire, stainless steel wire, valve spring wire, etc.

**Companies represented on agency basis:** SKF Steel, Sweden (strip, wire rods, tubes); J. N. Eberle, West Germany (strip); AB Garphytte Bruk, Sweden (piano wire, stainless wire, valve spring wire, etc.). Market area covered: Japan.

## Soficomex

**Address:** Ginza Yamato Building, 4th Floor, 9-17 Ginza 7-chome, Chuo-ku, Tokyo 104 (PO Box 403, Tokyo 100 91). **Tel:** 03 571 7690-9. **Telex:** 22569 juminic sofico j.

**Cables:** Juminic Tokyo.

**Management:** R. Wuthrich (deputy general manager), F. Yamada (manager, metals department), G. Pigneaux de La Roche (deputy manager).

**Established:** 1961. **Capital:** French Fr 3 million. **Ownership:** Minemet (French Imetal group). **Subsidiary & associates:** Affiliate companies of Minemet.

**Activities:** Export.

**Products handled:** Stainless steels.

## Sumikin Bussan Kaisha Ltd

**Addresses:** Osaka—31 Kawara-machi 4-chome, Higashiku, Osaka 541. **Tel:** 06 203 2141. **Telex:** 05222288. **Cables:** Osasumibutu Osaka. Tokyo—2-1 Otemachi 2-chome, Chiyoda-ku, Tokyo 100. **Tel:** 03 279 4611. **Telex:** 02223751. **Cables:** Osasumibutu Tokyo.

**Management:** Koichi Oita (board chairman), Shu Okuda (president), Masaru Takeda (executive vice president), Toshio Azuma (senior managing director), Ryoji Shibata (managing director).

**Trading personnel:** Managers—Setsuo Nakayama (foreign trade co-ordination department), Tadao Hayashi (Tokyo foreign trade department), Nobuaki Morita (Osaka foreign trade department), Goro Yuzawa (Tokyo raw materials department). **Established:** 1941. **Capital:** Y 3,007,500,000. **Ownership:** Sumitomo Metal Industries Ltd (47.40%); Sumitomo Mutual Life Insurance Co (4.99%); Sumitomo Shoji Kaisha Ltd (4.55%); The Sumitomo Bank Ltd (2.49%); others (40.57%).

**Subsidiary & associates:** Parent—Sumitomo Metal Industries Ltd (integrated steelmaker); associated—Sumitomo Light Metal Ind. Ltd (aluminium sheets, copper tubes), Nippon Stainless Steel Co Ltd (stainless steel sheets and plates), Nippon Pipe Mfg. Co Ltd (steel pipes and tubes); subsidiaries—Kashiwara Pipe Co Ltd (structural steel pipes), Igeta Steel Pipe Ind. Co Ltd (cold drawn steel tubes), Mikkaichi Steel Tube Works Ltd (cold drawn steel tubes), Izumi Seisakusho Co Ltd (cast steel valves).

**Branches:** Domestic—30 branches in main cities in Japan. Overseas (subsidiaries, affiliates and representative offices)—Houston, Norfolk and Los Angeles, USA; Caracas, South America; Singapore, Kuala Lumpur and Jakarta, South East Asia.

**Activities:** Domestic sales; export and import of iron and steel products, non-ferrous metal products, machinery, raw materials.

**Products handled:** Tubular products, plates and sheets, bars, wire rods and wire products. Also construction and building materials, machinery, castings and forgings, non-ferrous metal products, pipe valves and flanges, raw materials and non-ferrous metals.

**Companies represented on agency basis:** Sumitomo Metal Industries Ltd, Sumitomo Light Metal Ind. Ltd, Nippon Stainless Steel Co Ltd, Nippon Pipe Mfg. Co Ltd, Kashiwara Pipe Co Ltd, Igeta Steel Pipe Ind. Co Ltd, Mikkaichi Steel Tube Works Ltd and Izumi Seisakusho Co Ltd, Japan.

**Members of:** The Kozai Club, Japan Iron & Steel Exporters' Assn., Japan Galvanized Iron Sheet Exporters' Assn., Japan Wire Products Exporters' Assn., Special Steel Assn. of Japan.



## JAPAN

**Sumitomo Corp**

**Head offices:** Tokyo—2-2 Hitotsubashi 1-chome, Chiyoda-ku, Tokyo 100. **Tel:** 03 217 5000. **Telex:** 2 2202, 2 2203, 2 2467. **Cables:** Sumitomo Tokyo. Osaka—15 Kitahama 5-chome, Higashi-ku, Osaka 541. **Tel:** 06 220 6000. **Telex:** 6 3321, 6 3227. **Cables:** Sumitomo Osaka.

**Management:** Chairman—Y. Shibayama. Vice chairman—G. Kato. President—M. Uemura. Executives, in charge of iron and steel business—H. Toyama (senior managing director, iron and steel group), T. Byakuno (managing director, general manager, iron and steel import and export division), T. Maku (managing director, general manager, iron and steel division), T. Kumagai (director, general manager, iron and steel raw materials division), K. Hoshina (director, general manager, administration division, iron and steel group). **Trading personnel:** Iron and steel import and export business only—S. Wakita (deputy general manager, iron and steel import and export division; general manager, tubular products import and export department No. 3 (specialty tubulars); general manager, titanium department (titanium and titanium alloy)), H. Matsushita (deputy general manager, iron and steel import and export division), T. Imagawa (general manager, tubular products import and export department No. 1 (oil country tubular goods)), K. Miyahara (general manager, tubular products import and export department No. 2 (line pipe)), T. Kasuya (general manager, rolled steel import and export department No. 1 (steel sheet)), Y. Miyasaka (general manager, rolled steel import and export department No. 2 (plates, coated sheet, tinplate, electrical sheet)), S. Okamoto (general manager, rolled steel import and export department No. 3 (bars, shapes, special steel, wire rods)), M. Kimura (general manager, steel wire and special steel department, Osaka (rolled steel, steel products, ingots and semis)). **Established:** 1919. **Capital:** Y 24,779,000,000 (July 1, 1980). **Subsidiary & associates:** Sumitomo Corp Thailand Ltd, Thailand (foreign trade); Sumitomo Corp Iran Ltd, Iran (foreign trade); Sumitomo Deutschland GmbH, West Germany (foreign trade); Sumitomo Benelux SA/NV, Belgium (foreign trade); Sumitomo Europe BV, Netherlands (foreign trade); Sumitomo France SA, France (foreign trade); Sumitomo Corp Italia SpA, Italy (foreign trade); Sumitomo Corp Hellas SA, Greece (foreign trade); Sumitomo Corp de Mexico SA de CV, Mexico (foreign trade); Sumitomo Corp de Venezuela SA, Venezuela (foreign trade); Sumitomo Corp Argentina Srl, Argentina (foreign trade); Sumitomo Canada Ltd, Canada (foreign trade); Sumitomo Corp of America, USA (foreign trade); Sumitomo Corp do Brasil Importadora e Exportadora Ltda, Brazil (foreign trade); Sumitomo Shoji (Australia) Pty Ltd, Australia (foreign trade); West Africa Iron Ore Co Ltd, Bahamas (iron ore mining); Sumisho Coal Development Pty Ltd, Australia (mining of coking coal); Sumitomo Australia Development Pty Ltd, Australia (development of natural resources in Australia); Thai Special Wire Co Ltd, Thailand (manufacturing of prestressed concrete wire); Korea Flanges Co Ltd, Korea (manufacturing of plate flanges); Dahlia Mining Co Ltd, USA (iron ore mining); Ametalco Trading Ltd, UK (handling of non-ferrous products in LME); Nigerian Wire & Cable Co Ltd, Nigeria (manufacturing of electric cables) and many others engaged in wide range of activities. Domestic subsidiaries—Sumitomo Metal Industries Ltd (iron and steel), Nippon Pipe Mfg. Co Ltd (pipe and tubes), Nippon Stainless Steel Co Ltd (stainless steel, titanium products), Sumikin Kozai Kogyo Co Ltd (manufacture and sale of light gauge steel, design and construction of building, tubular steel scaffolding and structures), Osaka Titanium Co Ltd (titanium, silicon refining), Sumitomo Aluminium Smelting Co Ltd (aluminium, aluminium alloy, alumina and its derivatives), Sumitomo Light Metal Industries Ltd (aluminium and copper wrought products), The Nippon Aluminium Mfg. Co Ltd (aluminium products), Toyo Aluminium KK (aluminium foils, sheets, powder, alpaste, bronze powder), Sumitomo Heavy Industries Ltd (industrial machinery, ships, bridge and steel structure, etc.), Sumitomo Electric Industries Ltd (electric wires and cables, special steel and alloy wires, powder metallurgical products, rubber and plastic products, etc.), Sumitomo Coal Mining Co Ltd (coal mining), Sumitomo Metal Mining Co Ltd (non-ferrous metal mining) and many others engaged in engineering, electronics, generators, chemicals, plastics, glass, cement, ceramics, timber, banking, insurance, construction, etc. **Branches:** New York, Pittsburgh, Chicago, Detroit, Houston, Dallas, San Francisco, Denver, Seattle, Portland, Los Angeles, Fresno, Vancouver, Calgary, Toronto, Montreal, Panama, Mexico City, Caracas, Buenos Aires, São Paulo, Rio de Janeiro, Porto Alegre, Recife, Novo Hamburgo, San Salvador, Guatemala, San José, Havana, Quito, Santiago, Port of Spain, Bogotá, Lima, Santa Cruz, Rotterdam, Milan,

## JAPAN

**Sumitomo Corp** (continued)

Athens, Düsseldorf, Paris, Brussels, London, Moscow, Vienna, Sofia, Bucharest, Budapest, Prague, Belgrade, Berlin, Warsaw, Oslo, Stockholm, Madrid, Barcelona, Lisbon, Lucerne, Amman, Tehran, Abu Dhabi, Dubai, Ankara, Istanbul, Beirut, Sanaa, Kuwait, Damascus, Baghdad, Muscat, Riyadh, Jeddah, Alkhobar, Algiers, Cairo, Casablanca, Tripoli, Nairobi, Tananarive, Maputo, Lagos, Lusaka, Kinshasa, Abidjan, Luanda, Singapore, Bangkok, Beijing, Seoul, Pusan, Taipei, Kaohsiung, Hong Kong, Kuala Lumpur, Manila, Jakarta, Rangoon, Sandakan, New Delhi, Calcutta, Bombay, Madras, Karachi, Lahore, Islamabad, Dacca, Chittagong, Colombo, Sydney, Melbourne, Perth, Brisbane, Port Moresby, Wellington, Auckland.

**Activities:** Integrated trading company.

**Products handled:** Rolled steels including ingots, HR coils and strip, HR plates and sheets, CR coils and sheets, galvanized iron sheets, tinplate, tin free sheets, silicon sheets, bars and shapes, wire rods and wire products, rails and accessories, pre-fabricated steel products, fabricated steel structures, offshore steel structures, stainless steel products, etc.; tubular products including line pipes, oil country tubular products, boiler tubes, stainless steel pipes and tubes, tubes for chemical, petrochemical and nuclear industries, square and rectangular tubes, ductile cast iron pipes and tubes, etc.; ferrous raw materials including iron ores, manganese ore, ferro-alloys, iron and steel scrap, pig iron, etc. Also cast and forged products; machinery and electrical products; railway projects and equipment; automobiles and ships; aircraft; non-ferrous metals; uranium; chemicals and plastics; fuels; produce and fertilisers; textiles; rubber products; logs, lumber and other lumber products; papers, paperboards and packaging materials; pulp and woodchips; building materials; construction and real estate.

**Companies represented on agency basis:** The company represents almost all Japanese steel companies for domestic and export sales including: Sumitomo Metal Industries Ltd, Nippon Steel Corp, Kawasaki Steel Corp, NKK—Nippon Kokan KK, Kobe Steel Ltd, Nisshin Steel Co Ltd, The Japan Steel Works Ltd (JSW).

**Members of:** Japan Iron & Steel Exporters' Assn., The Japan Iron & Steel Federation.

**Taisei International Corp**

**Addresses:** Osaka—3-1400 1-1 Umeda, Kitaku, Osaka. **Tel:** 06 345 5461. **Telex:** 5237281. Tokyo—3-12-9 Kyobashi, Chuo-ku, Tokyo. **Tel:** 03 561 8401. **Telex:** 2524592.

**Management:** Directors—Morio Yokoyama (managing), M. Norioze, C. Kimura.

**Trading personnel:** M. Hosono (export manager, Tokyo office), H. Watanabe (export manager, Osaka office), M. Ohta (general manager, USA office). **Established:** 1969.

**Capital:** Y 100 million. **Ownership:** Private shareholders. **Subsidiary & associates:** Taisei International (USA) Corp (metal trading in USA). **Branches:** Nagoya, Hong Kong, Singapore, Taipei.

**Activities:** Export/import; stockists.

**Products handled:** Flat rolled steels, pipes and tubes, shapes, galvanized and coated steels, speciality steels, other steel mill products. Also valves and fittings; machinery.

**Members of:** Japan Steel Exporters' Assn.

**Tatsuta Industrial Co Ltd**

**Head office:** 2 Unagidani Nakanochō, Minamiku, Osaka 542. **Tel:** 06 271 9234. **Telex:** 63246 tattaco (international), 522 2053 (domestic). **Cables:** Tattaco Osaka.

**Management:** S. Ishida (president), K. Kyukawa (managing director, steel items).

**Trading personnel:** No. 1 steel department—T. Akashi (section 1—steel sheets, bars, plates, etc.), T. Okane (section 2—pipes, pipe fittings, valves, etc.); No. 2 steel department—Y. Fujiwara (wire, wire products, etc.). **Established:** 1949. **Capital:** Y 50 million. **Ownership:** Private limited company. **Subsidiary & associates:** Including Tatsuta Electric Copper Wire Mfg. Co Ltd (producing all kinds of copper wire, cable), Teikoku Wire Co Ltd (producing iron wire). **Branches:** 8-6 2-chome, Hamamatsu-Cho, Minatoku, Tokyo 105.

**Activities:** Importers, exporters and manufacturers' agents.

**JAPAN****Tatsuta Industrial Co Ltd** (*continued*)

**Products handled:** Iron and steel (primary and secondary)—bars, sections, plates, sheets, strip, galvanized and painted sheets, tinplate, stainless steel and special alloy steels, pipes and tubes, malleable pipe fittings, wire rod, all wire products. Also bolts and nuts, rivets and screws, wire screens, tools, machinery, etc. Areas covered: USA, Canada, Middle and South America, Caribbean countries, S.E. Asian countries, Bangladesh, India, Sri Lanka, Pakistan, Iran, Kuwait and other Middle Eastern countries, Uganda, Kenya, Tanzania, South Africa, Nigeria and other African countries, Greece, Italy, Spain, France, Western Germany, UK and others, Australia, New Zealand, Fiji, etc.

**Companies represented on agency basis:** Sanko Seisakusho Co Ltd (producing stainless steel, alloy steel, carbon steel pipes); sole exporting agent for all countries except China. Also many other mills, who produce various steel items, on export agency basis.

**Tennant Far East Corp Ltd**

**Head office:** Room 1017, Fuji Building, 2-3 3-chome Marunouchi, Chiyoda-ku, CPO Box 1008, Tokyo. **Tel:** 214 3931-8. **Telex:** 22823.

**Management:** Glenn McNicol Ross (managing director). **Established:** 1963.

**Ownership:** C. Tennant Sons & Co of New York†, USA.

**Thyssen Nippon Co Ltd**

**Head office:** 33 Mori Building, 8-21 Toranomon 3-chome, Minato-ku, Tokyo 105. **Tel:** 03 436 6041. **Telex:** 2426678 thynip j. **Cables:** Thyssen.

**Management:** William M. Thaler (president). **Established:** 1978. **Capital:** Y 10 million. **Ownership:** Thyssen Handelsunion AG, West Germany.

**Activities:** Export/import.

**Products handled:** Steel products, iron ore. Also coal, ferro-alloys, machinery, fertilisers, chemicals, oil and oil products.

**Members of:** American Society for Testing & Materials, Iron & Steel Institute of Japan.

**Tokyo Boeki Ltd**

**Head office:** 13-8 2-chome, Hatchobori, Chuo-ku, Tokyo. **Tel:** 03 552 7211. **Telex:** 22453, 22675, 24422. **Cables:** Tomas Tokyo.

**Management:** Yasuo Matsumiya (president), Takafumi Kawamura (director, in charge of steel business). **Trading personnel:** Takafumi Kawamura (worldwide).

**Established:** 1947. **Capital:** Y 510 million. **Ownership:** Mainly owned by the president. **Subsidiary & associates:** Tokyo Boeki (USA) Inc (steel, raw materials and plant/machinery business), Tokyo Boeki (Australia) Pty Ltd† (steel, raw materials and plant/machinery business). **Branches:** London, Madrid, Düsseldorf, Bucharest, Moscow, Nairobi, Johannesburg, Doha, Jakarta, Kuala Lumpur, Beijing, Sydney, Melbourne, San Francisco, Houston, Caracas.

**Activities:** Import/export, no stocks carried.

**Products handled:** Iron and steel products, plant and machinery, raw materials. Areas covered: Worldwide.

**Companies represented on agency basis:** Nippon Steel Corp, NKK—Nippon Kokan KK, Kawasaki Steel Corp, Sumitomo Metal Industries Ltd, Kobe Steel Ltd and Nisshin Steel Co Ltd (any kind of steel products for World market).

**Members of:** Japan Iron & Steel Exporters' Assn.

**Toyo Menka Kaisha Ltd**

**Head offices:** Osaka—64 Kawaramachi 2-chome, Higashi-ku, Osaka Central, PO Box 61, Osaka. **Tel:** 06 208 2211. **Telex:** 63245, 63451. **Cables:** Toyomenka Osaka. Tokyo—1-3 Otemachi 1-chome, Chiyoda-ku, Tokyo Central, PO Box 183, Tokyo. **Tel:** 03 218 8781. **Telex:** 22421, 22548, 22332. **Cables:** Toyomenka Tokyo.



## JAPAN

**Toyo Menka Kaisha Ltd** (*continued*)

**Management:** President and director—Toshio Takeuchi; senior managing directors—Osamu Tawara, Shokichi Ozawa, Takeshi Kohma; managing directors—Minoru Kurobe, Tomizo Narita, Kenichi Nogami, Tsuneo Kitamura, Suekichi Koto, Shoji Kuriyama, Saburo Takato, Keitara Noguchi; directors—Tadahiro Minami, Hiroshi Narita, Einosuke Natori, Sheichirie Muto, Ichiro Tochimura, Hiroshi Yokoyama, Giichi Inoue, Hiraichi Inoue, Yasuo Matsukawa. **Trading personnel:** Einosuke Natori (general manager, iron and steel division I). Tokyo—Eitaro Kato (administrative office manager), Eiichi Yamame (manager, steel export department I; steel products except those items handled by steel export departments II and III), Keiichiro Saeki (manager, steel export department II; tubular products, shapes and semis), Masahiro Wakabayashi (manager, steel export department III; special steel and stainless steel products). Osaka—Kazuyuki Kodama (manager, iron and steel department I; steel products). **Established:** 1920. **Capital:** ¥ 12,705 million (paid-up). **Ownership:** Major stockholders—Tokai Bank, Taisho M. & F. Insurance, Kanebo Co, Mitsui Bank, Kondo Spinning, Daiwa Bank. **Subsidiary & associates:** The company has 10 wholly-owned subsidiaries with a total of 26 offices both at home and abroad. Also many associated companies including International Metal Inc, USA (sales of stainless steel), Chonviriya Steel Co Ltd, Thailand (rolled steel products) and PT Tembaga Mulia Semanan, Indonesia (copper wire rod). **Branches:** Toyo Menka Kaisha has 30 domestic branches and 11 overseas branches, with 36 liaison offices all over the world.

**Activities:** International trading (exports 22.4%, imports 19.6%, third country business 16.4%, domestic trade 41.6%).

**Products handled:** Iron and steel division—pig iron, steel scrap, steel ingots, steel plates, shaped sections, bars, HR and CR thin plates, G.I. sheets and tinplates, steel pipes, steel sheet pile, pipe pile, walled steel pipe pile, wire rods, HR and CR sheet/coil, medium sized thin plates, steel pipes, bars, structurals, constructional steel, tool steel, stainless steel, spring steel, bearing steel, special pipes, etc. Also metals and minerals, machinery and construction, lumber, food and produce, chemicals and fuel, textiles.

**Companies represented on agency basis:** Main suppliers are Nippon Steel Corp, NKK—Nippon Kokan KK, Kawasaki Steel Corp, etc. and electric furnace mills such as Tokyo Steel Manufacturing Co Ltd, Toshin Steel Co Ltd and Yodogawa Steel Works Ltd. For special steels the main suppliers are Daido Special Steel Co Ltd, Nihon Koshuka Steel Co Ltd and Nihon Yakin Kogyo Co Ltd.

**Members of:** The Japan Iron & Steel Federation, The Kozai Club, Japan Iron & Steel Exporters' Assn., Japan Galvanized Iron Sheet Exporters' Assn., Japan Wire Exporters' Assn., Special Steel Assn. of Japan.

**Waco Trading Corp**

**Head office:** 1-12 Akasaka 1-chome, Minato-ku, CPO Box 1463, Tokyo. **Tel:** 585 1021-9. **Telex:** 22914, 25770. **Cables:** Wacotrading Tokyo.

**Management:** Walter A. Colsen (chairman), Isao Sakai (director), Ronnie Colsen (director). **Trading personnel:** M. Tayama (steel department manager). **Established:** 1950. **Capital:** ¥ 25 million. **Ownership:** See management. **Subsidiary & associates:** Waco Corp Ltd, Hong Kong; Waco Trading Corp, Seoul; Waco Trading Corp, Paris; Waco Trading (Philippines) Inc, Manila.

**Activities:** Exporters/importers, import and export agencies.

**Products handled:** HR and CR coil and sheets, plates, galvanized coil and sheets, angles, channels, joists, reinforcing bars, pipes, etc.; stainless steel. Main market areas covered: Middle East, Philippines and USA.

**Companies represented on agency basis:** Main Japanese mills.

**Takeshi Yano**

**Head office:** 22-8 Hinode-cho, Adachi-ku, Tokyo 120. **Tel:** 888 4451. **Cables:** Coluyano Tokyo.

**Established:** 1961.

**Activities:** Representative in Japan of TradeArbed SA, Luxembourg.

**Products handled:** Iron and steel products produced by the Arbed group, covering Japan.



## JAPAN

**Yugotrade International Trading Co Ltd**—see Tehnometal-Makedonija, Yugoslavia

## Jordan

### Adeco Arab Development Engineering Co

**Head office:** PO Box 653, Amman. **Tel:** 24110. **Telex:** 21322. **Cables:** Adeco.  
**Management:** S. F. Ghawi (manager and partner), H. S. Ghawi (partner). **Trading personnel:** S. F. Ghawi, C. Khalil. **Established:** 1954. **Capital:** JD 40,000.  
**Ownership:** S. F. Ghawi and J. S. Ghawi.  
**Activities:** Contractors, agents, importers.  
**Products handled:** Bars, rods, wire, water pipes. Also electric cables and building materials.

### Ayoub Commission & Trading Agency

**Address:** Next to Central Post Office, PO Box 17, Amman. **Tel:** 23473. **Cables:** Youbgency.

### Sumitomo Corp

**Address:** Shemeisani, Villa Mansour Kordan Near Moujamaa El-Nikabate, PO Box 926570, Amman. **Tel:** 64945, 61156. **Telex:** 1496 sumit jo.

## Kenya

### Doshi & Co (Hardware) Ltd/Doshi Enterprises Ltd

**Head office:** PO Box 80434, Mombasa. **Tel:** 25061, 25921. **Telex:** 21106 ceiling.  
**Cables:** Ceiling.  
**Management:** Directors—M. J. Doshi (managing), K. M. Doshi, R. R. Patel, P. R. Patel. **Trading personnel:** See management. **Established:** 1947. **Capital:** K£450,000. **Ownership:** Private. **Subsidiary & associates:** Doshi Hardware Stores Ltd, Nairobi.  
**Activities:** Import/export; wholesale and retail; manufacturers of steel pipes up to 8" dia., structural hollow sections, angles, channels, expanded metal.  
**Products handled:** Stocks of all steel building material, ironmongery and electrical goods.

### Iwatani & Co Ltd

**Address:** 4th Floor, Nanak House, Kimathi Street, PO Box 48708, Nairobi. **Tel:** 337889. **Telex:** 22428 iwanai.

### Marubeni Corp

**Address:** 5th Floor, Comcraft House, Haile Selassie Avenue, PO Box 43105, Nairobi. **Tel:** 336351-4. **Telex:** 22200. **Cables:** Marubeni Nairobi.

## KENYA

**Mitchell Cotts Kenya Ltd**

**Address:** PO Box 30182, Nairobi.

**Nichimen Co Ltd**

**Address:** City House Building, Room 9, 5th Floor, Standard/Wabera Street, PO Box 30498, Nairobi. **Tel:** 24097. **Telex:** 22256. **Cables:** Nichimen Nairobi.

**Sandvik East Africa Ltd**

**Head office:** PO Box 18264, Nairobi. **Tel:** 557980, 558033. **Telex:** 22988 corn-flake. **Cables:** Sandvik Nairobi.

**Management:** Håkan Hellstrand (managing director), Nizar Merani (financial manager).

**Trading personnel:** See management. **Established:** 1970. **Capital:** KShs 700,000.

**Ownership:** Wholly-owned subsidiary of Sandvik AB, Sweden. **Subsidiary & associates:** Sandvik Kenya Ltd (trading in Kenya only), Sansaws Kenya Ltd (manufacture of woodband saw blades, and services).

**Activities:** Import/export; stocks carried.

**Products handled:** Stainless steel tubes, pipes, fittings, flanges, bends, bars and sheets. Also metal and wood working tools, lathe machine and forestry tools, and hand tools. Areas covered: Uganda, Tanzania, Burundi, Rwanda, Malawi, Ethiopia, Mauritius, Sudan, Somalia and Zanzibar.

**Companies represented on agency basis:** Sandvik AB, Sweden (stainless steel tubes, pipes, fittings, flanges, bends, bars, and sheets).

**Sumitomo Corp**

**Address:** 8th Floor, International House, Mama Ngina Street, PO Box 41097, Nairobi. **Tel:** 26691 336971. **Telex:** 22075 sumitomo.

**Management:** M. Okada (manager). **Trading personnel:** S. Aoki (Kenya, Rwanda, Uganda, Somalia, Tanzania). **Established:** 1970.

**Activities:** Liaison representative office.

**Products handled:** All steel products.

**Tokyo Boeki Ltd**

**Address:** Room 401-402, Nanak House, Kimathi Street, Nairobi (PO Box 49108, Nairobi). **Tel:** 29107. **Telex:** 22105 tomas. **Cables:** Tomas Nairobi.

# North Korea

**Korea Daesong Trading Corp**

**Address:** Botonggang District, Pyongyang. **Tel:** 3 96 33. **Telex:** 5473 daesong kp. **Cables:** Daesong Pyongyang.

**Activities:** Export and import of ferrous and non-ferrous metals, concentrates, gold and silver products, machine tools, metallic and non-metallic minerals.

**Korea Ferrous Metals Export & Import Corp**

**Head office:** Central District, Pyongyang. **Tel:** 3 7386, 3 6274. **Telex:** 5491 ks kp. **Cables:** Kumsok Pyongyang.

**Management:** Kim Zong Hyen (president). **Established:** 1947.

**Products handled:** Alloy tool steels, carbon tool steels, engineering alloy steels, pig iron, billets, HR steel plates, round bars, seamless steel tubes, steel wire.

# South Korea

## Asoma Corp

**Head office:** Nam Kang Building 32-2, Room 1103, Moo-Kyo Dong, Choong-Ku, Seoul (CPO Box 2385, Seoul). **Tel:** 82 2 7776667, 82 2 7776334. **Telex:** 27469 asomako.

**Established:** 1974. **Ownership:** Asoma—The Lissauer Group.

**Activities:** General traders in steel, steel scrap, pig iron, ferrous and non-ferrous ores and concentrates, standard and high temperature alloys, major and minor metals, chemicals, etc.

**Products handled:** Steel semis, coils (HR and CR), plates, angles.

## Aug. Eklöw AB

**Head office:** Room 502, Sung Won Building, 1-2 Buk Chang Dong, CPO Box 7655, Choong-Ku, Seoul. **Tel:** 22 9346, 28 9667, 28 9697. **Telex:** 24830 swetra. **Cables:** Eklowbolaget Seoul.

**Management:** Kwang-Sup Shin (president), Hai-Sun Shin (director). **Established:** 1975. **Ownership:** Affiliated to Aug. Eklöw AB†, Sweden. **Subsidiary & associates:** Scanek Trading Co, CPO Box 8860, Seoul (trading business).

**Activities:** Importing steel products, Scandinavian countries.

**Products handled:** CR steel sheets and coils, and other steel products.

## Hanwa Co Ltd

**Address:** 10th Floor, Jeil Building 2-10, 1-Ka Dodong, Yongsan-Ku, Seoul. **Tel:** 22 4621. **Telex:** 28341.

## Heine Brothers (Holdings) Ltd

**Address:** Room 509, Chosun Hotel, 86 Sokong-Dong, Chung-Ku, PO Box 3706, Seoul. **Tel:** 77 105. **Telex:** 24256.

Please see entry for Heine Brothers (Australasia) Pty Ltd, Australia for further details.

## C. Itoh & Co Ltd

**Addresses:** 8th Floor, Samsung Main Building, 250 2-Ka Taepyungro, Chung-Ku, CPO Box 1874, Seoul (Tel: 23 0771-8, 24 3361-5. Telex 2268 citoh. Cables: Citoh Seoul). Korea Exchange Bank, Busan Branch Building, 5th Floor, 4-89-1 Chungang-Dong, Chung-Ku, PO Box 243, Busan (Tel: 441 1271-3, 44 1583. Cables: Citoh Pusan).

## Itoman & Co Ltd

**Address:** Room 1605, Kal Building, 118 2-Ka, Namdaemun-ro, Chung-Ku, Seoul. **Tel:** 777 9612-4, 28 9491-2, 23 3010. **Telex:** 801 27255.

## Kanematsu-Gosho Ltd

**Address:** 903 Samsung Building, 50 1-Ka Ulchi-ro, Chung-Ku, IPO Box 3566, Seoul. **Tel:** 777 5311-24. **Telex:** 27232. **Cables:** Kanegold.

## Kawasho Corp

**Address:** Room 1407, Dong-Hwa Building, 58-7 Seosomun-Dong, Jung-Ku, Seoul. **Tel:** 2 23 2713, 2 23 2785. **Telex:** 27347 kawasho k. **Cables:** Kawasho Seoul.

## SOUTH KOREA

**Kawatetsu Bussan Co Ltd**

**Address:** Room 401, Nam Kang Building, 32-2 Mugyo-Dong, Choong-Ku, Seoul. **Tel:** 777 5605-6. **Telex:** 23285. **Cables:** Tkymtsho Seoul.

**Kjellbergs Successors AB, Korea Branch**

**Head office:** Room 802, Chung Dong Hoe Kwan Building, 15-5 Chung-Dong, Choong-Ku, Seoul. **Tel:** 778 2301-3. **Telex:** 24663 kabko. **Cables:** Kjellbergs Seoul.

**Management:** Se Bang Oh (general manager). **Trading personnel:** Chul-Young Cho (sales). **Established:** 1978. **Ownership:** Wholly-owned subsidiary of Kjellbergs Successors AB†, Sweden.

**Activities:** Import agencies.

**Products handled:** All kinds of stainless steel products.

**Companies represented on agency basis:** Avesta Jernverks AB, Sweden (stainless steel products); Trent Tube BV, Netherlands (welded stainless steel tubes and pipes).

**Members of:** Korea Trading Agents' Assn.

**Marubeni Corp**

**Addresses:** 24th Floor, Samilro Building, 10 Kwanchul-Dong, Chongro-Ku, CPO Box 2339, Seoul (Tel: 75 7771-5, 72 5391-4, 73 6981-6. Telex: 2230. Cables: Marubeni Seoul); Korea Exchange Bank, Busan Branch, 7th Floor, 89-1 4-Ka Choong Ang Dong, Chung-Ku, Busan (Tel: 44 3167-8. Cables: Marubeni Busan); 171-17-18 Haedo-Dong, PO Box 60, Pohang Kyeong Sang Buk Do (Tel: 2 3988. Cables: Marubeni Pohang).

**Mitsubishi Corp**

**Address:** IPO Box 2658, Seoul. **Tel:** 23 3161. **Telex:** 23667. **Cables:** Mitsubishi Seoul.

**Management:** E. Kobinata (manager).

**Mitsui & Co Ltd**

**Address:** 9th Floor, Samsung Main Building 250, 2-Ka Taepyung-Ro, Chung-Ku, IPO Box 1928, Seoul (Tel: 23 0651-8. Telex: 24751. Cables: Mitsui Seoul). Also Pohang, Busan, Masan.

**Nichimen Co Ltd**

**Address:** Kal Building, 8th Floor, Room 803-5, 118 2-Ka Namdaemoon-Ro, Central PO Box 852, Chung-Ku, Seoul. **Tel:** 777 8371-5. **Telex:** 2237. **Cables:** Nichimen Seoul.

**Nomura Trading Co Ltd**

**Address:** Room 302, Paik Nam Building, 188-3 1-Ga Euljiro, Joong-Gu, CPO Box 1941, Seoul. **Tel:** 23 0915, 23 8883. **Telex:** 23680 nomura k. **Cables:** Shinorep Seoul.

**Pan American International (Korea) Inc**

**Head office:** 112-11 Sokong-Dong, Chung-Ku, CPO Box 4831, Seoul. **Tel:** 28 5733, 23 0832. **Telex:** 26440 pankor. **Cables:** Paninkor Seoul.

**Management:** Jay Y. Kim (manager, president), H. K. Shin (assistant manager).

**Trading personnel:** H. K. Shin (steel trading prices/shipments). **Established:** 1976.

**Ownership:** Jay Y. Kim and others (major stockholders). **Subsidiary & associates:** Associated—Pan American Trade Development Corp†, New York; Comptoir Panaméricain Sidérurgique SA†, Belgium; and Pantecnica SA†, Bogotá (steel trading



## SOUTH KOREA

### Pan American International (Korea) Inc (continued)

with above companies exclusively ex-Korean steel mills).

**Activities:** Export and non-exclusive import agency; no stocks carried.

**Products handled:** HR coil, sheets, plates, angles, channels, beams; CR coil, sheets, galvanized coil; HR wire, drawing nails, wire, galvanized wires, etc.; stainless coil, sheets, bars; steel pipes and tubes. Also non-ferrous copper brass sheets and coil.

## Power Corp

**Head office:** 1-1, 5-Ka Mandaemoon-Ro, Chung-Ku, Seoul. **Tel:** 22 0562, 22 7338, 28 6185. **Telex:** 23542 hansint. **Cables:** Power Seoul.

**Management:** S. K. Song (president), M. H. Yoo (director). **Trading personnel:** M. H. Yoo (USA, European countries, and other countries than Japan), K. Y. Kim (Japan).

**Established:** 1971. **Capital:** W 50 million.

**Activities:** Import agency—iron and steel products including special steels; also non-ferrous metals, hand tools, machine tools, industrial raw materials and parts, etc. Export agency—steel products; also hand tools, electronic goods, etc.

**Products handled:** Iron and steel products including special steels. Also non-ferrous metals, hand tools, machine tools, industrial raw materials and parts, electronic goods, etc. Areas covered: USA, European countries and Japan.

**Companies represented on agency basis:** Including Nittetsu Shoji Co Ltd, Japan (iron and steel products); Salzgitter Stahl GmbH, West Germany (iron and steel products); Mark Ross & Co International, USA (iron and steel products).

**Members of:** Korea Trade Agents' Assn.

## Sammisa Co Ltd

**Head office:** 10 Kwanchul-dong, Chongro-ku, Seoul. **Tel:** 02 75 69 11, 02 74 27 51. **Telex:** 24501, 23653, 23196. **Cables:** Sammisa Seoul.

## Samsung Co Ltd

**Head office:** Samsung Main Building, 250 2-Ka, Taepyong-Ro, CPO Box 1144, Seoul. **Tel:** 771 33. **Telex:** 23657, 28565, 23302 stars k. **Cables:** Stars Seoul.

**Management:** Byung-Chull Lee (chairman), Sae-Chang Song (president). **Trading personnel:** S. W. Chang (general manager, steel export department), N. Y. Choi (general manager, steel import department). **Established:** 1938. **Capital:** US\$30 million. **Subsidiary & associates:** Major companies of Samsung group—Samsung Heavy Industries Co Ltd (industrial machinery including power reactor), Taesung Heavy Industries Co Ltd, Samsung Precision Co Ltd (precision machinery including jet engines), Samsung Shipbuilding Co Ltd, Samsung Petrochemical Co Ltd, Samsung Construction Co Ltd, Korea Engineering Co Ltd, Samsung Electronics Co Ltd, Samsung Electron Devices Co Ltd, Samsung G.T.E. Telecommunication Co Ltd, Samsung Electronic Parts Co Ltd, Samsung Corning Co Ltd, Cheil Wool Textile Co Ltd, Cheil Synthetics Textile Co Ltd, Cheil Sugar Co Ltd, Chonju Paper Mfg. Co Ltd. **Branches:** Tokyo (Tel: 03 581 7511-7, 03 581 9521-4. Telex: 24244 samstars j); Osaka (Tel: 06 266 0751-4. Telex: 64322 starsk j); Hong Kong (Tel: H 234369, 5 259067-0. Telex: 83236 hstar hx); Singapore (Tel: 433143, 433158, 220720. Telex: 23700 starsin rs); Rangoon (Tel: 71417. Telex: 21201 telbox bm (attn. Samsung)); Jakarta (Tel: 324759, 324951. Telex: 45120 samsung); Bangkok (Tel: 233 5007. Telex: 7961 starbkk th); Manila (Tel: 866312. Telex: 2648 stars ph, 64300 stars pn); Kuala Lumpur (Tel: 488510, 488664, 487832. Telex: 30856 kulsta ma); Sydney (Tel: 02 241 2241, 02 231 6596. Telex: 26428 starsy aa); Dacca (Tel: 254081); New York (Tel: 201 592 7900, 212 227 9770); Los Angeles (Tel: 213 936 8111-7. Telex: 696141 lastar lsa); Houston (Tel: 713 960 1910. Telex: 79 0107 samsung hou); Chicago (Tel: 312 663 0140-1. Telex: 256183 samsung cgo); Montreal (Tel: 514 389 5916-7. Telex: 05 825654 stars mtl); Panama (Tel: 69 3533, 69 3218. Telex: 368467 panastar panama); Buenos Aires (Tel: 392 2305. Telex: 18840 stars ar); Caracas (Tel: 781 8208, 781

## SOUTH KOREA

**Samsung Co Ltd** (*continued*)

8422. Telex: 21422 reroa (attn. Samsung)); Mexico City (Tel: 525 08 01, 511 71 24, 511 14 51); Chile (Tel: 718702); London (Tel: 01 781 8207, 01 781 8422. Telex: 264606 stars g); Frankfurt (Tel: 0611 740841-4. Telex: 416479 smcf d); Paris (Tel: 538 6836, 538 6892. Telex: 25073 star par f); Amsterdam (Tel: 020 460195. Telex: 15471 amsta); Milan (Tel: 02 800 106, 02 803 525. Telex: London branch (pls relay to Milan br)); Stockholm (Tel: 08 21 81 10, 08 21 88 85. Telex: 12534 samsung s); Düsseldorf (Tel: 0211 320014. Telex: 8586392 samd d); Kuwait (Tel: 416684, 416632. Telex: 2764 samstars kt); Tehran (Tel: 622141, 623091. Telex: 215145 (attn. Samsung)); Riyadh (Tel: 4643587. Telex: 201017 alzhra sj); Jeddah (Tel: 31544, 32000 ext. 510-11. Telex: 401365 moneer sj); Tripoli (Tel: 42042. Telex: 20187 suelco (attn. Samsung)); Dubai (Tel: 229634, 285798. Telex: 6828 alsam em); Cairo (Tel: 910880, 910499. Telex: 92817 hold un); Dammam (Tel: 385201); Lagos (Tel: 610557. Telex: 11117 net tds).

**Activities:** General exporter and importer.

**Products handled:** Main steel items: Export—HR plates and sheets, HR coils, CR coils and sheets, galvanized coils and sheets, slabs, wire rods, billets, pig iron, silicon sheets, angles, steel bars, steel pipes, channels, wire rope, wire and GI wire; import—aluminium, copper scrap, brass scrap, tin, lead, nickel, battery scrap and other non-ferrous metals. Main area covered: Worldwide.

**Companies represented on agency basis:** Pohang Iron & Steel Co Ltd (Posco), South Korea; Korea Steel Pipe Co Ltd; Pusan Steel Pipe Industry Co Ltd (PSP), South Korea; Ilssin Steel Co Ltd, South Korea; Kyung Il Pipe Co Ltd; Dong Kuk Steel & Iron Co Ltd; Incheon Iron & Steel Co Ltd, South Korea; Kangwon Industrial Co Ltd, South Korea; Kun Sul Industrial Co Ltd; Korea Iron & Steel Co Ltd; Kum Ho Industry Co Ltd; Boo Kook Steel & Wire Co Ltd; Young Heung Iron & Steel Co Ltd; Jin Heng Iron & Steel Co Ltd; Kuk Dong Metal Ind. Ltd; Korea Welding Electrode Co Ltd.

**Members of:** Korea Iron & Steel Assn.

**Ssangyong Corp**

**Head office:** 24-2 Zuh-Dong 2-Ka, Choong-Ku, CPO Box 409, Seoul. **Tel:** 260 4080-9, 260 4170-9, 260 4191-5, 266 8213. **Telex:** 24270, 28442, 28215, 24630 twindra k. **Cables:** Twindra Seoul.

**Management:** Yong Hai Woo (president), Chou Bom Lee (vice president), Sang Man Lee (director), Joon Young Suh (director). **Trading personnel:** General manager—Chong Won An. Managers—Young Hwa Kim (HR plates and sheets), Kuek Hyung Lee (HR and CR coils, GI coils, silicon plates), Sang Deok Lee (slabs, billets, pig iron, wire rods), Jang Yul Lee (finished metal products, structurals), Jeong Sik Lee (import of steel scrap), Jong Baik Lee (import of non-ferrous scrap). **Established:** 1954. **Capital:** W 5,000 million. **Ownership:** Public company. **Subsidiary & associates:** Ssangyong Cement Ind. Co Ltd (cement manufacturer, capacity 11 million tons/year), Ssangyong Shipping Co Ltd (shipping), Ssangyong Paper Mills' Ltd (Kraft paper mill), Korea Iran Petroleum Co Ltd (oil refinery), Seung Lee Machinery Co Ltd (machinery manufacturer), Ssangyong Construction Co Ltd (construction, civil works), Ssangyong Engineering Co Ltd (engineering), Ssangyong Heavy Ind. Co Ltd (marine engine manufacturing, steel structural), Ssangyong Electric Co Ltd (electric transformers). **Branches:** Tokyo (Telex: 2425441 twindra j, 24511 twindra j); New York (Telex: 420313 tdra ui, 234826 tdraui); Osaka (Telex: 5225040 twindrj); Paris (Telex: 203831 f coref); Quito (Telex: 2502 twdraed); Seattle (Telex: 32 0049 sel); Singapore (Telex: 22063 twindra rs); Sydney (Telex: 22922); Vancouver (Telex: 04 54276 moogong vcr); Melbourne (Telex: 34085 kotra aa); Los Angeles (Telex: 677 692 twindra 1); London (Telex: 22375 kotra g); Kuwait (Telex: 3635 sscnst kt); Cairo (Telex: 92317 kotraun); Amman (Telex: 1337 sscnst jo); Caracas (Telex: 21619 moogong); Jakarta (Telex: 46144 twindra); New Delhi (Telex: 31 4113 frib in); Libreville (Telex: 5464 sogacco go); Jeddah (Telex: 40153 banawisj); Dammam (Telex: 610401 turbag sj).

**Activities:** Importer, exporter, manufacturer and stockist.

**Products handled:** HR plates, HR and CR coils and sheets, galvanized coils and sheets, silicon sheets, slabs, billets, wire rods, pig iron, ERW pipes, API pipes, H-beams, I-beams, galvanized wire, wire mesh, etc.

**SOUTH KOREA****Ssangyong Corp** *(continued)*

**Companies represented on agency basis:** Pohang Iron & Steel Co Ltd (Posco), South Korea; DongKuk Iron & Steel Co (arc furnace maker); Kangwon Industrial Co Ltd (arc furnace operator, structurals); Incheon Iron & Steel Co Ltd, South Korea (arc furnace operator); Ilssin Steel Co Ltd, South Korea (pipes, CR coils); Kyung Il Industrial Co Ltd (pipe); Sam Chok Industrial Co Ltd (wire nails); Tong Hai Steel Co Ltd (bolts and nuts, nail wire); Dong-II Steel Mfg. Co Ltd (wire rope, wire); Korea Welding Electrode Co (electrodes); Young Heung Iron & Steel Co Ltd (wire rope); Chosun Steel Wire Co Ltd (electrodes, wire, nails).

**Sumitomo Corp**

**Addresses:** New KAL Building, Room 2001, 51 Sokong-Dong, Chung-Ku, CPO Box 2896, Seoul (Tel: 777 1541-9. Telex: 23672 sumit k. Cables: Sumitomo Seoul). Room 1301, Donghae Building 1 2-Ka Dongkwang-Dong, Chung-Ku, Pusan (Tel: 22 6016. Cables: Sumitomo Pusan).

**Toyo Menka Kaisha Ltd**

**Address:** 18th Floor, Daewoo Center Building, 286 Yang-Dong, Choong-Ku, IPO Box 2844, Seoul. **Tel:** 28 7201-5. **Telex:** 23658 tomen k. **Cables:** Toyomenka Seoul.

# Kuwait

**Al Abdeen Const. Co W.L.L.**

**Head office:** PO Box 4198, Kuwait. **Tel:** 812305, 816274. **Telex:** 2379. **Cables:** Fareedco.

**Management:** Fareed Mustafa (owner). **Established:** 1958. **Branches:** Basra, Baghdad, Iraq.

**Activities:** Importers of steel of all kinds, etc. Also manufacturer of pre-fabricated houses, importers and distributors of cement, mosaic tiles, etc.

**Products handled:** Steel of all kinds, etc. Areas covered: Kuwait, Iraq, Saudi Arabia and Iran; covering all Arabian Gulf, Asia and Europe.

**Companies represented on agency basis:** Exclusive agent for TradeArbed SAT, Luxembourg.

**Al-Masat Al-Thalath Trading Co (Mitsubishi) KSC**

**Address:** PO Box 2444, Kuwait. **Tel:** 447189. **Telex:** 2228. **Cables:** Mitsubishi Kuwait.

**Management:** Y. Takahashi (manager).

**Mubarak Alayar Est**

**Head office:** PO Box 20718, Safat. **Tel:** 424455. **Telex:** 2240 alayar. **Cables:** Alayar.

**Management:** Pritpal S. Suri (general manager). **Established:** 1965. **Capital:** KD 500,000. **Subsidiary & associates:** Gulf Industrial & Contracting Co (manufacturing aluminium flexi ducting, marble chip floor tiles).

**Activities:** Import/export, stockists.

**Products handled:** Structural steel—merchant bars, beams and channels, sheets and plates, galvanized and corrugated sheets, stainless steel sheets, pipes. Also aluminium

## KUWAIT

**Mubarak Alayar Est** *(continued)*

sheets, industrial tools and equipment and other building materials. Areas covered: Saudi Arabia, Gulf Countries, Iraq and Iran.

**Abdulrahim Ahmed Ali Akbar**

**Head office:** PO Box 1656, Safat. **Tel:** 446991, 433153-4, 435535. **Telex:** 2439 akbary kt. **Cables:** Akbary.

**Activities:** Importers and mills' agents for Middle East.

**Products handled:** Stainless steel sheets and coils, flat rolled steel, rebars, merchant bars, I beams, galvanized steel, carbon and alloy steel bars. Also cement in all types.

**Hadidco Trading & Contracting Co**

**Head office:** Shuwaikh Industrial Area, 3rd Ring Road, Canada Dry Street, PO Box 4511, Safat. **Tel:** 817695, 814856, 818589. **Cables:** Hadidco.

**Management:** Bhagwan T. Gidwani (managing partner). **Trading personnel:** Ibrahim Hazeem Mustafa (cash sales), Haresh M. Mirchandani (credit sales). **Established:** 1967. **Capital:** KD 1,500,000. **Ownership:** Private partnership.

**Activities:** Import/export and stockist.

**Products handled:** Rolled mild steel. Areas covered: Kuwait, Saudi Arabia, Iraq, Iran.

**Marubeni Corp**

**Address:** 6th Floor, Flat 1, Kuwait Airways Corp Building, Hilali Street, PO Box Safat 3724, Kuwait. **Tel:** 415791, 413653. **Telex:** 2137. **Cables:** Marubeni Kuwait.

**Sumitomo Corp**

**Address:** c/o Equipment Co, W.L.L., 3rd Floor, Abdulla Taki Building, Ali Assalim Street, PO Box 5737 (Safat), Kuwait. **Tel:** 422257, 422264. **Telex:** 2283 sumitomo kt. **Cables:** Sumitshoji Kuwait.

# Lebanon

**C. Itoh & Co Ltd**

**Address:** Gefinor Center, 9th Floor Bloc B, Clemenceau Street, PO Box 8190, Beirut. **Tel:** 346180-2, 349680. **Telex:** 20757 citoh le. **Cables:** Citoh Beirut.

**Kjellbergs Successors AB**

**Address:** Sfeir Building, Apt. 42, Phoenicia Street, PO Box 119556, Beirut. **Tel:** 36 51 78. **Telex:** 29136 le (for Anwar Harik, phone 411093). **Cables:** Kjellbergs.

**Sumitomo Corp**

**Address:** Centre Verdun Building, 16th Floor, Verdun Street, PO Box 11-6522, Beirut. **Tel:** 353200-2, 354399, 354799. **Telex:** 20979 sskbrt le. **Cables:** Sumitshoji Beirut.



# Libya

## Mitsubishi Corp

**Address:** PO Box 8095, Tripoli. **Tel:** 35988. **Telex:** 20404. **Cables:** Mitsubishi PO Box 8095 Tripolilibya.

**Management:** R. Kimura (general manager).

**Siderexport**—see Siderexport SpA, Italy

# Liechtenstein

## Éts Fortraco

**Head office:** Aeulestrasse 38, Vaduz. **Tel:** 075 22422, 075 61144. **Telex:** 77896, 77815.

**Management:** P. Ritter (chairman), M. Hemmer (director). **Established:** 1971.

**Ownership:** Private. **Subsidiary & associates:** Associated companies in Austria, UK, West Germany, USA and Nigeria (steel trading as principals).

**Activities:** Steel trading as principals.

**Products handled:** Steel products, semis, reinforcing rounds, wire rods, merchant bars, sections, coils (HR, CR and galvanized), sheets and plates. Areas covered: East Europe, Middle East, Africa.

**Companies represented on agency basis:** British Steel Corp (BSC), Tubes Division, UK covering Hungary and Rumania; and Stainless Division, covering Rumania.

## Stahl-Metall-Maschinen AG

**Head office:** Pradafant 21, FL 9490 Vaduz. **Tel:** 075 27922. **Telex:** 77092.

**Management:** W. Reising. **Established:** 1975. **Capital:** SwFr 250,000.

**Activities:** Import/export.

**Products handled:** Iron and steel products.

# Luxembourg

## André Duchscher Bureau Technique—Representations Industrielles

**Head office:** 68 Rue Ermesinde, BP 1272, Luxembourg. **Tel:** 291 30. **Cables:** Andre Duchscher Luxembourg.

**Management:** André Duchscher (proprietor). **Established:** 1956.

**Activities:** General representatives; import/export.

**Products handled:** Steel products. Also bronze, machinery, hydraulic equipment, cranes, hoists, handling equipment, mine and works supplies.

**Companies represented on agency basis:** Including Eisenwerk Sulzau-Werfen, Austria; Stahlwerke Röchling-Burbach GmbH, West Germany.

## LUXEMBOURG

## Ensch Sarl

**Head office:** Centre Hermès, Bd. d'Avranches 12-14, PO Box 2132, Luxembourg.  
**Tel:** 484 141. **Telex:** 3466 ensch lu. **Cables:** Enschmineral.

**Management:** J. Kasperczyk (managing director), R. Lanners (manager, raw materials, metals, steel division), F. Beck (manager, equipment and machinery division). **Trading personnel:** Managers—F. Ates (raw materials department), G. Blaas (technical department), F. Schmit (steel department). **Established:** 1906. **Capital:** LuxFr 3,400,000.

**Subsidiary & associates:** Carbomina Rohstoffhandel GmbH, Essen, West Germany (raw materials and steel traders).

**Activities:** Import/export, manufacturer's agents, no stocks.

**Products handled:** HR and CR strip; coils; sheets; wire rods; bright, annealed and galvanized drawn wires; wire ropes; prestressed concrete wire and strand; medium and heavy sheets; CR sheets; terne coated sheets; electrical steel sheets; structural and constructional steel bars; beams; joists and channels. Also anthracite, coal, coke, ores, minerals, ferro-alloys, metals, equipment and machinery for the metallurgical industry.

**Members of:** Assn. Belge des Négociants Exportateurs et Importateurs (ABNEI).

## Cie des Mines et Métaux SA

**Head office:** 1 Rue Nicolas Welter, BP 22, Luxembourg. **Tel:** 2 29 97. **Telex:** 1484 nizi lu. **Cables:** Nizi.

**Management:** Eugène Bertrand (managing director), Léon Steinmetz (sales manager), Léon Beck (financial director). **Established:** 1898. **Capital:** BFr 100 million (including reserves). **Ownership:** Private.

**Activities:** Import/export; also stockist.

**Products handled:** Pig iron; also ferro-alloys, non-ferrous metals and fertilisers.

## Precision Strip SA

**Head office:** 37 Avenue du Bois, Luxembourg. **Tel:** 47 52 11-2. **Telex:** 2899 precis lu.

**Management:** Gaston A. Winant (director). **Trading personnel:** Margot Wiltzius. **Established:** 1979. **Capital:** LuxFr 1 million. **Ownership:** Knight Strip Metals Ltd†, UK. **Subsidiary & associates:** Associated—Knight Strip Metals Ltd†, Potters Bar, UK; Precision Metals†, Nossegem, Belgium.

**Activities:** Import/export agency, stocks of stainless steel strip.

**Products handled:** Stainless precision strip, precision rolled strip, super alloys, nickel alloys.

**Companies represented on agency basis:** Lee of Sheffield Ltd, UK (precision rolled strip) sole agency covering Benelux, Germany and Austria.



**Ensch S.à.r.l.**

**12-14 Bd. d'Avranches P.O. Box 2132**

**L-1021 Luxembourg Phone 484141**

**Telex 3466 ensch lu**

## Buyers and Sellers of Steel Products and Raw Materials

Medium and heavy sheets, stainless bars, sheets, strips, HR & CR sheets, terne coated sheets, HR & CR strips, electrical steel sheets & strips, wire rods, bright, annealed & galvanized, drawn wires, wire ropes, prestressed concrete wire & strand. Structural and constructional steel bars, beams, joists and channels, tubes.

Anthracite, coal, coke, ores & minerals, cement, timber.

Ferro alloys & metals, pig iron.

## LUXEMBOURG

**Southern Cross Steel Co (Europe) Sarl**

**Head office:** 5 Boulevard Royal, PO Box 347, Luxembourg City. **Tel:** 24021-2. **Telex:** 2594 sx lu. **Cables:** Sx Steel Luxembourg.

**Management:** P. A. Steinmetz (executive manager). **Trading personnel:** Mrs. J. E. Roberts-Tata (sales administrator). **Established:** 1970. **Capital:** LuxFr 500,000.

**Ownership:** Middleburg Steel & Alloys (Pty) Ltd, South Africa.

**Activities:** Import/export agencies.

**Products handled:** Stainless steel mill, semi-finished, finished and fabricated products.

**Companies represented on agency basis:** The Southern Cross Steel Co (Pty) Ltd, South Africa. Market areas covered: Europe and the Middle East.

**TradeArbed SA**

**Head office:** Avenue de la Liberté, PO Box 1802, Luxembourg. **Tel:** 47 92 1. **Telex:** 3407 trade lu. **Cables:** TradeArbed Luxembourg.

**Management:** Francis Buck (president), Paul Faber (manager), Fred Haschar (manager), Pierre Seimetz (secretary general), Pierre Sevenig (manager). **Established:** 1920. **Capital:** LuxFr 50 million. **Ownership:** Majority of shares, Arbed SA, Luxembourg.

**Subsidiary & associates:** Sale of steel products—TradeArbed Belgium, Brussels; TradeArbed France, Paris; TradeArbed Deutschland†, Cologne; TradeArbed Suisse, Basle; TradeArbed SA, Rotterdam; TradeArbed UK Ltd†, London; and TradeArbed Inc†, New York. Transport and shipping—Transaf SA, Antwerp.

**Activities:** Sale of steel products.

**Products handled:** Whole range of steel products including sheet piling.

**Companies represented on agency basis:** Arbed SA, Luxembourg; Sidmar—Maritieme Stalnljverheid NV, Belgium; Stahlwerke Röchling-Burbach GmbH, West Germany; Neunkircher Eisenwerk AG, West Germany; Métallurgique & Minière de Rodange-Athus, Luxembourg; Eschweiler Bergwerks-Verein Hüttenbetriebe.


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# Malaysia

## General Resources Agency Sdn Bhd

**Head office:** 0235 Merlin Hotel, Jalan Sultan Ismail, Kuala Lumpur. **Tel:** 489320. **Telex:** 30820. **Cables:** Gmalay.

**Management:** C. S. Ng (manager, operations). **Trading personnel:** Edmund Wong (Singapore), F. S. Wong (Malaysia). **Established:** 1979. **Ownership:** Private individuals. **Subsidiary & associates:** General Resources Agency†, Singapore.

**Activities:** Trading and representation.

**Products handled:** Specialities are galvanized wire, stainless steel, aluminium, high temperature metals, titanium and special aircraft alloys. Also handles tinplate, CR steel, mild steel, copper, lead and zinc. Areas covered: Singapore and Malaysia.

**Companies represented on agency basis:** Including All Spec Metals International (stainless steel, high temperature metals, titanium, alloy steel, etc.), and Tinsley Wire (Sheffield) Ltd (galvanized wire and wire products) covering Singapore and Malaysia.

## Hanwa Co Ltd

**Address:** Suite 803, 8th Floor, Wisma Mirama, Jalan Wisma Putra, Kuala Lumpur. **Tel:** 421406. **Telex:** 31255.

## C. Itoh & Co Ltd

**Addresses:** Lot 201, 2nd Floor, Kompleks, Antarabangsa, Jalan Sultan Ismail, PO Box 916, Kuala Lumpur (Tel: 429166. Telex: 30295 and 30608 citoh ma. Cables: Citoh Kualalumpur); 8th Floor, Natikar Building, Jalan Padang, PO Box 1237, Kota Kinabalu, Sabah (Tel: 56138. Telex: 80066 itohkk ma. Cables: Sadpo Kotakinabalu); 1 1st Floor, Tan Chong Building, Victoria Street, PO Box 479, Penang (Tel: 24865, 61905, 28853. Telex: 40048 itochu ma); Room 2, 6th Floor, Sabah Building, Jalan Pelabohan, PO Box 875, Sandakan, Sabah (Tel: 3985, 4439. Cables: Citoh Sandakan).

## Jardine Sandilands (Malaysia) Sdn Bhd

**Head office:** 3 Jalan 13/2, PO Box 159, Petaling Jaya, Selangor. **Tel:** 567677, 567886, 567939, 775516, 773443, 775226. **Telex:** 37659 ab sandil. **Cables:** Sandbut Petaling Jaya.

**Management:** Managing director—Yap Mook Fui. Managers—Yeoh Jin Hoe (building materials, hardware, technical, engineering), Steven Ng (electrical appliances, office equipment), Ross Chia (consumers products), Miss Quah Lay Choo (pharmaceuticals).

**Established:** 1830. **Capital:** M\$6,300,000. **Ownership:** Jardine Matheson & Co, Hong Kong. **Subsidiary & associates:** Antah Trading (Malaysia) Sdn Bhd, Joyce Bros. (Far East) Sdn Bhd. **Branches:** Singapore, Penang, Ipoh, Malacca, Johore Bharu, Kuantan, Kota Bharu, Kota Kinabalu, Kuching.

**Activities:** Trading, import/export agencies; stocks carried.

**Products handled:** Steel products, including pipes and sheets. Also building materials, hardware, technical and engineering products; electrical appliances and equipment; office equipment and furniture; general consumer goods, wines and spirits; pharmaceutical products. Areas covered: Malaysia and Singapore.

**Companies represented on agency basis:** British Steel Corp (BSC), UK (agent for all steel products); Maruichi Steel Co, Japan (steel pipes and sheets); Amalgamated Metal Corp, UK (ferrous and non-ferrous metals). Market areas covered: Malaysia and Singapore.

**Members of:** Building Material Assn. of Malaysia.



**MALAYSIA****Kanematsu-Gosho Ltd**

**Addresses:** 17th Floor, Oriental Plaza, 3 Jalan Parry, PO Box 464, Kuala Lumpur 01 04 (Tel: 420188, 420269, 420313, 420458, 420534, 420616, 420734, 425624, 425667. Telex: 32054. Cables: Kanefirst); 3rd Floor, Chung Chao Lung Timber Building, Service Road, PO Box 886, Sandakan, Sabah (Tel: 5367, 3762. Telex: 82065. Cables: Kanegold).

**Kawasho Corp**

**Address:** Room 903, Lai Piang Kee Building, Jl. Pryer, Sandakan. **Tel:** 89 2859. **Telex:** 82095 lfkcc ma. **Cables:** Kawasho Sandakan.

**Marubeni Corp**

**Addresses:** 9th Floor, Oriental Plaza, 3 Jalan Parry, PO Box 865, Kuala Lumpur (Tel: 202468, 202951, 290356-8, 299365-7. Telex: 30277. Cables: Marubeni Kualalumpur); 4th Floor, Hock Hua Bank Building, Jalan Pantai, CPO Box 68, Kota Kirabalu Sabah (Tel: 53484. Telex: 80030. Cables: Marubeni Kotakinabalu); Room 2, 2nd Floor, Chartered Bank Chambers, Edinburgh Street, PO Box 918, Sandakan, Sabah (Tel: 2830, 3823. Telex: 82005. Cables: Marubeni Sandakan).

**Mitsubishi Corp**

**Address:** 4th Floor, Wisma Misc, Jalan Conlay, PO Box 2514, Kuala Lumpur 04 09. **Tel:** 429178. **Telex:** 30274. **Cables:** Mitsubishi Kualalumpur. **Management:** K. Nakajima (business manager).

**Mitsui & Co Ltd**

**Addresses:** 11th Floor, The Chartered Bank Building, 2 Jalan Ampang, PO Box 2147, Kuala Lumpur (Tel: 23181-4, 25571-4. Telex: 30336, 30480. Cables: Mitsui Kualalumpur). 4th Floor, Room 402, Wisma Bukit Mata, Jalan Tunku Abdul Rahman, PO Box 1430, Kuching, Sarawak (Tel: 21586, 25387, 51326-7. Telex: 70110. Cables: Mitsui Kuching). 1st Floor, HSBC Building, Edinburgh Street, PO Box 141, Sandakan, Sabah (Tel: 2814 4181-2. Telex: 82012. Cables: Mitsui Sandakan).

**Nichimen Co Ltd**

**Addresses:** Fitzpatrick's Building, 8th Floor, Room 802, 86 Jalan Raja Chulan, Kuala Lumpur 05 10 (Tel: 27641, 27644, 27646, 27612. Telex: 30345. Cables: Nichimen Kualalumpur). PO Box 669, Sandakan, Sabah (Tel: 3707, 5628. Telex: 82018. Cables: Nichimen Sandakan).

**PACIFICO IRON & STEEL SDN. BHD.**

(IMPORTERS, EXPORTERS & STOCKISTS)



No. 29-5A, JALAN LOKE YEW, KUALA LUMPUR 06-05, MALAYSIA

CABLE: PACIFICO      PHONE: 486343, 486327, 486692      TELEX: STEEL MA31206

MANAGING DIRECTOR: F.K. LIM

## Nissho-Iwai Co Ltd

**Addresses:** Room 1304-6, 13th Floor, Wisma M.P.1, Jalan Raja Chulan, PO Box 2309, Kuala Lumpur (Tel: 03 206844, 03 23843. Telex: 30307 nic kl. Cables: Nisshoiwai Kuala Lumpur). Room 205, Hongkong and Shanghai Bank Chambers, PO Box 1476, Kota Kinabalu, Sabah (Tel: 088 53375, 088 54150, 088 55980-2. Telex: 80070 nisrock ma. Cables: Nisshoiwai Kotakinabalu). The 8th Floor of Sabah Building, Edinburgh Street, PO Box 430, Sandakan, Sabah (Tel: 2108-9. Telex: 82008 nisrock ma. Cables: Nisshoiwai Sandakan). Room 101, First Floor, Lanka Building, Khoo-Hun Yeang Street, PO Box 1637, Kuching, Sarawak (Tel: 21918. Telex: 70109 nisrock ma. Cables: Nisshoiwai Kuching).

## Nomura Trading Co Ltd

**Address:** 13th Floor, Oriental Plaza, 3 Jalan Parry, PO Box 2089, Kuala Lumpur. **Tel:** 485483, 480348, 480149, 420923. **Telex:** 30303 nomura ma. **Cables:** Shinorep Kuala Lumpur.

## Pacifico Iron & Steel Sdn Bhd

**Head office:** 29-5A Jalan Loke Yew, Kuala Lumpur 06 05. **Tel:** 486692, 486327, 486343. **Telex:** 31206 steel ma. **Cables:** Pacifico Kuala Lumpur.

**Management:** F. K. Lim (managing director), K. S. Kok (director, manager), Lim Fook Kwan (director, marketing), C. K. Ho (business manager), Roy Yeong (finance manager).

**Established:** 1966. **Capital:** M\$1 million. **Ownership:** Limited company belonging to Pacifico group of companies, incorporated in Malaysia. **Subsidiary & associates:** Amalgamated Steel Mills Sdn Bhd, Malaysia (producers of wire rods, bars, angles, channels, beams); Amalgamated Industrial Steel Bhd, Malaysia (producers of steel pipes, light gauge steel, steel sheets); Bright Steel Sdn Bhd, Malaysia (producers of cold drawn bright bars and stainless steel bars). **Branches:** Lion Metal Agency Pte Ltd, 5th Floor, 507 Tan Boon Liat Building, 315 Outram Road, Singapore 0316; P. T. Monas Angkasa, Jakarta.

**Activities:** Import/export; stockist and distributor.

**Products handled:** HR coil, sheets and plates; CR coil and sheets; tinplate; stainless steel sheets, plates and bars; channels, flat bars, angles, wide flange beams, new and used rails; tubular products; scrap, billets and ingots; re-rollables; cobble plates; etc.

**Companies represented on agency basis:** Amalgamated Steel Mills Sdn Bhd, Malaysia; Amalgamated Industrial Steel Bhd, Malaysia; Bright Steel Sdn Bhd, Malaysia; Lion Metal Industries Sdn Bhd, Malaysia; Perusahaan Jaya Rod-Kimpal Sdn Bhd, Malaysia (arc welding electrodes).

## Sandvik Malaysia Sdn Bhd

**Head office:** 7 Jalan 225, PO Box 213, Petaling Jaya, Selangor. **Tel:** 562136, 562013, 562374, 562237. **Telex:** 37498 sm ma. **Cables:** Sandvik Petaling Jaya.

**Management:** Ong Fang Woh (director, manager). **Trading personnel:** Peter Kok Loke San (steel sales manager, Malaysia). **Established:** 1966. **Capital:** M\$250,000.

**Ownership:** Sandvik AB, Sweden. **Subsidiary & associates:** Sandvik Singapore Pte Ltd†, Jurong, Singapore (manufacturing, import and export); PT Sandvik Indonesia, Jakarta Pusat, Indonesia (manufacturing, import and export); PT Hakan Nusantara, Jakarta Pusat, Indonesia (import/export); Sandvik Thailand Ltd†, Bangkok, Thailand (import/export). **Branches:** Ipoh (Tel: 518884).

**Activities:** Import/export; stockist.

**Products handled:** Stainless steel pipes and tubings, fittings, hollow bars, sheets, wire, strip; carbon steel hollow bars; special alloys; high speed steel.

**MALAYSIA****SKF Malaysia Sdn Bhd**

**Head office:** PO Box S-65, Sentul, Kuala Lumpur. **Tel:** 921024, 922987, 924753.  
**Telex:** 31271 skf ma. **Cables:** Eskaef Kuala Lumpur.  
**Management:** Sie Yau Theam (managing director). **Trading personnel:** Ho Koon Leng (steel sales manager).

**Sumitomo Corp**

**Addresses:** 6th Floor, Bangunan U.M.B.C., Jalan Suleiman, PO Box 297, Kuala Lumpur (Tel: 03 208133, 03 208553, 03 208986. Telex: 30308 sumit ma. Cables: Sumitshoji Kualalumpur). Sabah Building, 7th Floor, Sandakan, Postal Lock Bag 11, Sabah (Tel: 2076, 5110. Telex: 82019 sumit ma. Cables: Sumitomo Sandakan).

**Toyo Menka Kaisha Ltd**

**Addresses:** 8th Floor, Bangunan Ming Jalan Bukit Nanas, PO Box 1079, Kuala Lumpur 04 01 (Tel: 22524-5, 25951. Telex: 30298 tmk kl ma); 6th Floor, Yang Ho Hong Building, PO Box 1003, Sandakan, Sabah (Tel: Sandakan 3923. Telex: 82066 tomen ma. Cables: Toyomenka Sandakan); 4th Mile, Penrissen Road, PO Box 376, Kuching, Sarawak, East Malaysia (Tel: 81011-3. Telex: 70107 tomenk ma. Cables: Tomen Kuching).

# Mauritius

**Dynamotors Ltd**

**Head office:** Moka Road, PO Box 733, Bell Village. **Tel:** 2 2847-9. **Telex:** 4302 dynamo iw. **Cables:** Dynamo Bell Village.

**Management:** J. R. Samouilhan (commercial director), J. R. Fayolle (technical director). **Established:** 1947. **Capital:** Rs 3 million. **Ownership:** Cie d'Investissement et de Developpement Ltée; Robert Le Maire Ltd (merchants and agents); Sté Usinière de St. Antoine & Cie; Mon Loisir Sugar Estate Co Ltd; Constance & La Gaiete S.E. Co Ltd.

**Activities:** Import, export and workshop.

**Products handled:** Steel tubes, tubular products, fittings. Also wide range of industrial goods including cables, electrical instruments, switchgear, electric motors, lamps, pumps, lifts.

**Companies represented on agency basis:** Including British Steel Corp (Tubes) Export Ltd, UK (steel tubes, tubular products and fittings).

**Harel Mallac & Co Ltd**

**Address:** PO Box 36, Port Louis.

**Poncini & Fils Ltd**

**Address:** 2 Jules Koenig Street, PO Box 437, Port Louis. **Tel:** 20818-9. **Telex:** 241. **Cables:** Guillemin Port Louis.

# Mexico

**Acosa—Agencias Canadenses y Occidentales SA**

**Head office:** Vallarta 1, Mexico 1, DF. **Tel:** 5 46 46 46, 5 46 48 04-5. **Telex:** 1775865 acosme.

## MEXICO

**Acosa—Agencias Canadenses y Occidentales SA** *(continued)*

**Management:** Norman L. Ching and Mauricio Gerdes (partners). **Established:** 1949.  
**Ownership:** See management.  
**Activities:** Agency.  
**Products handled:** Steel products of all kinds.  
**Companies represented on agency basis:** Stelco Inc, Canada.

**Aceros Assab de México SA de CV**

**Head office:** Calle Ocho 7, Frac. Alce Blanco, Naucalpan, Edo. de Mexico (Apartado Postal M-2482, Mexico 1, DF). **Tel:** 576 54 22. **Telex:** 01777270 asabme. **Cables:** Mexassab.

**Management:** Egon Schmidt (general manager), Johan Carlander (sub-manager), Emilio Jacob (sales manager), Joaquín Hernández (purchasing manager), Ricardo Aguilar (export manager), Leopoldo González (comptroller). **Established:** 1954.  
**Capital:** 16,500,000. **Ownership:** Associated Swedish Steels AB†, Sweden.  
**Branches:** Guadalajara.

**Activities:** Imports from Sweden; exports to Central America.

**Products handled:** Steel products from Sweden and domestic producers.

**Companies represented on agency basis:** Associated Swedish Steels AB†, Sweden (steel products); Bulten Kanthal, Sweden (electrical material); TI (Export) Ltd†, UK (hollow bars).

**Members of:** Asociación Nacional de Importadores y Exportadores de la República Mexicana AC, Comité de Aceros Especiales.

**Aceromex Atlas SA**

**Head office:** 16 de Septiembre 535, Apartado Postal 388, Naucalpan de Juárez, Edo. de Mexico. **Tel:** 576 12 22. **Telex:** 01776205 aasame.

**Management:** Ernesto Ortega Gomez (general manager), Guillermo Camino Chaho (sales manager), Carlos Jimenez Ortuño (administration manager). **Trading personnel:** Sergio Vazquez Luna and Antonio Monroy Hidalgo (special steel supervisors), Vicente Campos Alvarez (stainless steel supervisor), Sergio Sanchez Ambriz (purchases chief). **Established:** 1953. **Capital:** \$25 million. **Subsidiary & associates:** Rio Algom Ltd.

**Activities:** Special steel service centre.

**Products handled:** High speed steel, stainless steel, engineering steels, CR steel. Also nickel alloys.

**Companies represented on agency basis:** Atlas Steels, Canada (parent company) (tool, stainless and drill steels).

**Members of:** Asociación Nacional de Importadores y Exportadores de la República Mexicana AC, Cámara de Comercio.

**Autmet Coutinho SA de CV**

**Head office:** Av. Thiers 251, 7° piso, Mexico 5, DF. **Tel:** 531 23 82. **Telex:** 17 71657.

**Management:** Sergio Montiel (director general), Brian Smalley (sub-director general). **Established:** 1980. **Ownership:** Member of the CCC group.

**Activities:** Import/export and agency.

**Products handled:** Iron and steel products.

**British International Steel SA**

**Address:** Niza 22, Primer piso Mexico 6, DF.

**Activities:** Import of steel mill products and import/export of engineering products.

Please see **Late Notes** for additional information.



## MEXICO

**Canamex (México) SA de CV**

**Address:** Kant 39-1, Col. Anzurez, Mexico 5, DF. **Tel:** 545 93 25.

**Activities:** International trading, manufacturers' representation.

**Commercial Metals de México SA de CV**

**Head office:** Pasea de la Reforma 332, 11° piso, Mexico 6, DF. **Tel:** 905 514 8234.

**Telex:** 1776282.

**Management:** Moises Tanur (managing director). **Established:** 1979. **Ownership:** Commercial Metals Co., USA (49%).

**Activities:** Marketing products of parent company.

**Products handled:** Responsible for all company business in Mexico.

**Aceros Fortuna SA**

**Head office:** Lic. Juan Fdez. Albarran 31, Fracc. Ind. Sn. Pablo Xalpa, Tlalnepantla, Edo. de Mexico (Apdo. Postal 5 bis, Mexico 1, DF). **Tel:** 3 92 50 00. **Telex:** 017 73106. **Cables:** Fortunacer Mexicocity.

**Management:** Hellmut Friedrichs P. (general manager), Francisco Cano S. (administration manager), Victor J. Felix W. (commercial manager). **Trading personnel:** Victor J. Felix W. (commercial manager), Napoleon Molano S. (purchasing). **Established:** 1963. **Capital:** Pesos 60 million. **Ownership:** Krupp, West Germany. Acero Solar SA, Mexico. Gustavo Sommer H., Mexico. **Subsidiary & associates:** Temple y Forja Fortuna SA (commercial metal heat treaters). **Branches:** Monterrey, Mexico City, Puebla, Guadalajara, Queretaro.

**Activities:** Import/export. Steel service centre and stocking distributors of special steels.

**Products handled:** Special steels from all over the world and national works.

**Members of:** Asociación Nacional de Importadores y Exportadores de la República Mexicana A.C. (ANIERM).

**Interco SA**

**Head office:** Londres 229, 6° piso, Apartado 6-969, Mexico 6, DF. **Tel:** 525 20 10, 514 71 08. **Telex:** 01775678 intrme. **Cables:** Interena Mexico DF.

**Management:** A. Montes Peña (president), Kurt H. Nassau (general manager), Ernesto Haberer (managing director). **Trading personnel:** Enrique Halfon (sales manager, Mexico City and State of Mexico), Pedro Elizondo (sales manager, Monterrey and Guadalajara). **Established:** 1971. **Capital:** Pesos 3 million. **Ownership:** Shareholders—Antonio Montes Peña, Kurt H. Nassau, Marianne Greenwood, Diego Martín del Campo and Ellen Gimbel.

**Activities:** Import and export as well as import agencies; no stocks carried.

**Products handled:** Steel products. Also non-ferrous metals, industrial raw materials, ferro-alloys, industrial chemicals.

**Companies represented on agency basis:** Including Kurt Orban Co Inc., USA (finished steel products, billets, etc.) covering Mexico.

**C. Itoh & Co de México SA de CV**

**Addresses:** Paseo de la Reforma 250, 5 piso, Despacho 508-9, Mexico 6, DF (Tel: 5 28 55 12, 5 33 61 80. Telex: 1774201 citome. Cables: Citoh Mexico). Miguel Aleman 500 Norte, PO Box 650, CD. Obregon, Sonora (Tel: 3 60 81-2. Telex: 55847 ciobme. Cables: Citoh Obregonmex).

**Axel Johnson de México SA de CV**

**Address:** Reforma 390, piso 12, Edificio Citibank, Mexico 6, DF. **Tel:** 905 533 6340. **Telex:** 017 73882 gensme. **Cables:** Ajcomex.

## MEXICO

**Axel Johnson de México SA de CV** *(continued)*

**Management:** J. Christer Elfverson (president), Carlos A. Margáin (sales and marketing manager). **Established:** 1 year (1980). **Capital:** Pesos 1 million. **Subsidiary & associates:** Axel Johnson group companies.

**Products handled:** Stainless steel in standard and special grades, and titanium (HR and CR sheets and plates, welded pipes, welding materials, valves and fittings, forgings); music wire for quality springs and wire rope; stainless steel wire.

**Companies represented on agency basis:** Avesta Jernverks AB, Sweden (stainless steel and titanium); Lesjöfors AB, Sweden (music wire and wire rope); Gunnebo Bruks AB, Sweden (stainless steel wire).

**Latinoamericana de Comércio Exterior SA de CV**

**Head office:** Paseo de la Reforma 378, Mexico, DF. **Tel:** 528 99 55. **Telex:** 01772684 joaome.

**Management:** Joao G. Tello (president), Raul Suarez Martinez (sales manager), José A. Rios (technical assistant), Ana Emma Camarena (administrative assistant), Jorge Aguilar (electronics manager). **Established:** 1975. **Capital:** Mex\$1 million. **Ownership:** Joao G. Tello, Cristina de Tello, Joao Carlos Tello, Alfonso Palma Carrillo, Raul Cabarga.

**Activities:** Import/export and commercialisation of all kinds of products including steel, electronics and minerals.

**Companies represented on agency basis:** Confab Industrial SA, Cobrasma SA and Industrias Villares, Brazil.

**Marathon Mexicana SA**

**Head office:** Insurgentes Sur 1188, 1er piso, Mexico 12, DF. **Tel:** 559 47 33. **Telex:** 017 74 211. **Cables:** Marathon.

**Management:** W. Boes (general manager), H. Heidkamp (administrative manager).

**Trading personnel:** H. Eimanns (steels, local), D. Peña (steels, international), I. Ferdinandt (industrial equipment and machinery). **Established:** 1969. **Capital:** Mex\$8,100,000. **Ownership:** Thyssen group. **Branches:** Naucalpan de Juárez, Edo. de Mexico; Monterrey, NL; Guadalajara, Jal.

**Activities:** Steel trading (stocks are carried); import/export of steel, industrial equipment and machinery. Heat treatments.

**Products handled:** Special steels, commercial steels. Also industrial equipment and machinery.

**Companies represented on agency basis:** Companies belong to the Thyssen group for Mexico.

**Members of:** Cámara Nacional de Comércio de la Ciudad de México, Cámara Nacional de la Industria del Hierro y del Acero, Cámara Mexicano-Alemana de Comércio e Industria, Asociación Nacional de Importadores y Exportadores de la República Mexicana A.C. (ANIERM).

**Marubeni México SA de CV**

**Head office:** Paseo de la Reforma 116, Desp. 1101, Mexico 6, DF. **Tel:** 5 66 20 22. **Telex:** 017 71 359. **Cables:** Marubeni Mexico.

**Offices:** Miguel Aleman 158 Norte, Apartado Postal 802, Cd. Obregon, Sonora (Tel: 3 60 78, 3 24 56. Telex: 055812).

**Metales y Minerales Asociados de México SA**

**Head office:** Rio Marne 19, Despacho 105, Mexico 5, DF (Apartado Postal 5-854, Mexico 5, DF). **Tel:** 905 5 66 60 00, 905 5 66 49 00. **Telex:** 17 71 367 asomme.

**Established:** 1951. **Subsidiary & associates:** Affiliated with Asoma—The Lissauer Group.

**Activities:** General traders in steel, steel scrap, pig iron, ferrous and non-ferrous ores and concentrates, standard and high temperature alloys, major and minor metals, chemicals, etc.

**Products handled:** Wire rods, billets, slabs, plates, blooms, skelp, HR and CR coil.

## MEXICO

**México Europa SA**

**Head office:** San Lorenzo 106, 602, Mexico 12, DF (PO Box 914, Mexico 1, DF). **Tel:** 5 575 6495, 5 575 7847. **Telex:** 17 72003 mesame. **Cables:** Patohea Mexicocity.

**Management:** P. E. J. O'Hea (general manager). **Trading personnel:** Ignacio Villalba (steel sales). **Established:** 1940. **Capital:** Pesos 750,000. **Ownership:** P. E. J. O'Hea.

**Activities:** Import/export agency, stocks are not carried.

**Products handled:** All steel products except tubes.

**Companies represented on agency basis:** British Steel Corp (Exports) Ltd, UK.

**Members of:** Instituto Mexicano del Hierro y del Acero, A.C.

**Mitsubishi de México SA**

**Address:** Paseo de la Reforma 243, 3er piso, Mexico 5, DF. **Tel:** 533 2100. **Telex:** 017 72 427. **Cables:** Mitsubishi Mexicodf.

**Management:** H. Hayshi (gerente).

**Mitsui de México SA de CV**

**Address:** Paseo de la Reforma 383, 7th Floor, México 5, DF (Apartado 621, México, DF). **Tel:** 525 45 00-9. **Telex:** 01772414. **Cables:** Mitsui Mexico.

**Nichimen de México SA de CV**

**Address:** Paseo de la Reforma 300, 5 piso, PO Box M 7678, Mexico 6, DF. **Tel:** 525 1611, 525 1615. **Telex:** 017 71 144. **Cables:** Nichimen Mexico.

**Nissho-Iwai Mexicana SA**

**Address:** Florencia 39, 2/Do. piso, Mexico 6, DF. **Tel:** 05 5 33 56 55, 05 5 33 52 03, 05 5 33 51 97. **Telex:** 17 74 573 nisrock mex. **Cables:** Nismex Mexico.

**Promexa Metales SA**

**Head office:** Baja California 284, 8° piso, Col. Condesa, Mexico 11, DF. **Tel:** 5 64 54 74, 5 64 54 43. **Telex:** 017 71 461 pmrsmex.

**Management:** David Barrera Laguna (general manager), Daniel Castro Guerrero (general accountant), Javier Bolaños Aceves (plant manager), Felipe González Horta (manager, steel imports). **Trading personnel:** Felipe González Horta (manager, steel imports), Danielle Joy Nieto More (assistant). **Established:** 1972. **Capital:** Pesos 5 million. **Ownership:** Co-partnership.

**Activities:** Import agency.

**Products handled:** Flat rolled HR and CR sheets, carbon plates, high speed low alloy sheets and plates; HR bars, billets, carbon bars, alloy bars and wire; cold finished bars (carbon and alloy); steel and tubes (hydraulic and drawn over mandrel); Enduro (stainless) sheets and 3-ply stainless clad carbon steel (3-ply is a trademark of Republic Steel Corp).

**Rescandi SA de CV**

**Head office:** Parque de los Remedios 6, Naucalpan de Juárez, Edo. de México. **Tel:** 576 39 61. **Telex:** 1776328.

**Management:** Ulf Bergström (general manager). **Trading personnel:** Ulf Bergström (strip steel), Preben Nilsson (iron powder). **Established:** 1980. **Capital:** Pesos 100,000. **Ownership:** Mexican shareholders.

**Activities:** Import agency.

**Products handled:** Stainless steel strip, high speed steel strip and sheets, iron powder.

## MEXICO

**Rescandi SA de CV** (*continued*)

**Companies represented on agency basis:** Fagersta AB, Sweden (stainless steel strip, high speed steel strip); Stahlwerk Westig GmbH, West Germany (high grade steel, cold drawn, CR, unhardened and hardened); Höganäs AB, Sweden (iron powder).

**Salzgitter de México SA de CV**

**Head office:** Calle Santa Margarita 508, Col. del Valle, Mexico 12, DF.

**Sandvik de México SA de CV**

**Head office:** Apartado Postal 512, Administración de Correos 1, Mexico, DF. **Tel:** 3 97 21 44. **Telex:** 178271.

**Siderexport**—see Siderexport SpA, Italy**SKF Mexicana SA**

**Address:** Av. de Los 100 Metros 869, Mexico 14, DF. **Tel:** 586 3044. **Telex:** 017 72 735. **Cables:** Roulement.

**Management:** Hans Willy Bona (managing director). **Trading personnel:** Jorge Madrid B. (steel division manager). **Established:** 60 years (1980). **Capital:** Pesos 40 million. **Ownership:** SKF AB, Sweden. **Subsidiary & associates:** Ibisa, Puebla (ball bearings manufacturer). **Branches:** Monterrey, Nvo. Leon; Guadalajara, Jalisco; Chihuahua, Chihuahua; Hermosillo, Sonora.

**Activities:** Sales of steels, bearings and machinery, imported and domestic manufacture.

**Products handled:** Steels (carbon and alloy steels in bars, hollow bars, oil tubes and strip steels).

**Companies represented on agency basis:** SKF Steel, Sweden; J. M. Eberle & Cie GmbH, West Germany; SKF Steelstrip AB, Sweden; Nyby Bruk, Sweden.

**Sumitomo Corp de México SA de CV**

**Address:** Paseo de la Reforma 156, 14 piso, Edif. Banco Internacional, Col. Juarez, Apartado Postal M-10454, Mexico 6, DF. **Tel:** 5 91 17 33. **Telex:** 1771325 sumime.

**Cables:** Sumitshoji Mexicodf.

**Técnicos Argostal SA**

**Head office:** Avenida Jalisco 180, Mexico 18, DF.

**Activities:** Steel/machinery traders/importers exporters and stockists.

**Telko Mexicana SA de CV**—see Oy Starckjohann & Co Ab, Finland**Tennant México SA de CV**

**Head office:** Paseo de la Reforma 51, piso 14, Apartado Postal 32 0993, Mexico 1, DF. **Tel:** 566 8811, 546 0933. **Telex:** 01771009.

**Management:** Roberto Schroeder (manager). **Established:** 1966. **Ownership:** C. Tennant Sons & Co of New York†, USA.



## MEXICO

## Toyo Menka Kaisha Ltd

**Address:** Insurgentes Sur 1377, 9 piso, Col. Insurgentes Mixcoac, Apartado Postal 5-553, Mexico 19, DF. **Tel:** 598 16 55, 563 91 11. **Telex:** 01771075 tmkme. **Cables:** Toyomenka Mexico.

## Webelman Hermanos SA

**Head office:** Paseo de la Reforma 308, 3er piso, Mexico 6, DF. **Tel:** 533 2126. **Telex:** 017 72470.

**Management:** Eduardo Webelman (president), Alejandro Webelman (manager).

**Trading personnel:** See management. **Established:** 1962. **Capital:** Pesos 4,294,000. **Ownership:** Family owned.

**Activities:** Import/export agency.

**Products handled:** Iron ore, pig iron, semis, flat and long products. Also scrap.

**Members of:** Cámara Nacional del Hierro y del Acero.

## Namibia (S.W. Africa)

## M. Pupkewitz &amp; Sons (Pty) Ltd

**Head office:** PO Box 140, Windhoek 9000. **Tel:** 061 3 6850. **Telex:** 56 704. **Cables:** Empess.

**Management:** Harold Pupkewitz (managing director), H. A. Pettenburger (manager, engineering supplies), C. King (assistant manager, engineering supplies). **Trading**

**personnel:** W. Rabe and L. La Barré (engineering supplies, steel and metals).

**Established:** 1925. **Ownership:** Directors—Harold Pupkewitz, Morris Pupkewitz and Julius Pupkewitz. **Subsidiary & associates:** Terrys Motors (Pty) Ltd, Windhoek

(distributors for Toyota, Hino, Jaguars, Rovers, Range Rovers, Land Rovers; Kawasaki motorcycles); General Wholesalers (Pty) Ltd, Windhoek (importers and distributions of

non-durable consumer goods and foodstuff, specialising in domestic hardware); Pupkewitz Bros. (Pty) Ltd, Bloemfontein (builders' merchants); Wholesale Appliances

(Pty) Ltd, Windhoek (importers and factory distributors of major and minor home appliances, audio equipment, air conditioners, etc.); Beimah Agencies (Pty) Ltd,

Windhoek and Bloemfontein (manufacturers' representatives and distributors of timber, sanitary ware, building supplies, etc.). **Branches:** PO Box 31, Aranos 9000; PO Box

253, Gobabis 9000; PO Box 93, Grootfontein 9000; PO Box 5, Kalkrand 9000; PO Box

26, Keetmanshoop 9000; PO Box 209, Otjiwarongo 9000; PO Box 64, Walvis Bay 9000.

**Activities:** Wholesale and retail merchants; importers/exporters; import and export agents; stockists.

**Products handled:** Steel. Also building and fencing supplies, timber, hardware and tools, paints and glass, sanitary ware, workshop equipment and consumables, plants

(power, pumping, generating), construction equipment, explosives, pelts, wool, hides and skin, furniture, domestic appliances, foodstuff, domestic hardware, clothing, etc.

**Companies represented on agency basis:** Steel Pipe Industries (large diameter piping); Armco (Pty) Ltd, South Africa (civil engineering products).

## Netherlands

## Amari Metals BV

**Head office:** Strevelsweg 700/407, 3083 AS Rotterdam. **Tel:** 10 805995, 10 806222. **Telex:** 28854.

## NETHERLANDS

**Amari Metals BV** (*continued*)

**Management:** C. A. L. Gelsing (managing director). **Trading personnel:** A. C. L. Gelsing (confidential clerk). **Established:** 1978. **Capital:** Fl 25,000. **Ownership:** Amari Ltd, UK.

**Activities:** Import/export, stockholding.

**Products handled:** Stainless steel sheets and bars. Also aluminium sheets and extrusions.

**Ancostaal BV**

**Head office:** 20 Australiëlaan, 3526 AB Utrecht. **Tel:** 030 884341. **Telex:** 47592.

**Management:** C. H. Sicking (director), D. Veerdig (finance manager). **Trading personnel:** W. A. M. Faber (sales manager). **Established:** 1961. **Capital:** Fl 500,000.

**Ownership:** Robert Zapp mbH & Co KG†, West Germany. **Subsidiary & associates:** Robert Zapp (Holland) BV†, Netherlands (import and stocking of stainless steel).

**Activities:** Import/export and stockist with cutting and slitting line.

**Products handled:** Stainless steel sheets, coils and band.

**Companies represented on agency basis:** Fried. Krupp Hüttenwerke AG (FKH), West Germany.

**Members of:** Federation for Metal & Electrotechnical Engineering Industries (FME).

**Bofors Nederland BV**

**Head office:** Monierweg 9, 7741 KV Coevorden (PO Box 283, 7740 AG Coevorden). **Tel:** 05240 2041. **Telex:** 36225.

**Management:** R. F. D. Kok (managing director), H. Nijhof (purchases). **Established:** 1971. **Capital:** Fl 1 million. **Ownership:** AB Bofors, Sweden.

**Activities:** Import/export; stocks carried.

**Products handled:** Steel castings, forgings, special steel. Also wearparts. Manufacturer of excavator attachments.

**Metaalcompagnie Brabant BV**

**Head office:** PO Box 551, 5600 AN Eindhoven. **Tel:** 040 151911. **Telex:** 51073.

**Cables:** Metaalcomp.

**Management:** H. J. F. van Ettro, J. C. H. van Kempen and P. F. M. van Kempen (directors). **Trading personnel:** P. Setz (deputy director); Th. Hageman, Th. van Beek and P. Meesters (managing clerks). **Established:** 1941. **Capital:** Fl 7 million. **Subsidiary & associates:** Cie Métallurgique Brabant SA, Ans, Belgium (sister company).

**Activities:** Import on own account, stockholder, export, sole distributor.

**Products handled:** Steel rods, bars; beams, sections, sheets, plates; tool, spring, carbon, stainless, high tensile, and head/acid resisting steel in bars, sections, sheets. Also aluminium.

**Companies represented on agency basis:** VEW—Vereinigte Edelstahlwerke AG, Austria.

**Members of:** Algemene Vereniging voor de IJzerhandel (AVIJ), Algemene Vereniging voor de Buizenhandel (ABV), Vimpostaal.

**Bressers Metaal BV**

**Head office:** Ledeboerstraat 30, 5048 AD Tilburg (PO Box 5013, 5004 EA Tilburg).

**Tel:** 013 67 19 00. **Telex:** 52395 breme nl. **Cables:** Bressmet Tilburg.

**Management:** M. C. J. M. Bressers (managing director, purchase), C. M. M. Bressers (managing director, sales), A. J. A. van den Nouwland (deputy manager), S. E. de Jong (commissary), M. J. A. de Kinkelder (commissary). **Trading personnel:** A. Jacobs and A. Raaymakers (purchase); A. Haans and J. van Iersel (sales); B. van Laarhoven, H. van Krieken, J. Smits and F. Waterschoot (travelling salesmen). **Established:** 1893.

**Capital:** Fl 10 million. **Ownership:** Private. **Subsidiary & associates:** Bressers Metaalindustrie BV, Tilburg (blast cleaning and painting of rolled steel, prefabrication

**NETHERLANDS****Bressers Metaal BV** *(continued)*

of concrete-reinforcing steel elements, cutting and bending of concrete-reinforcing steel bars).

**Activities:** Import/export, wholesale trade, distribution, stockholding.

**Products handled:** Reinforcing bars, concrete wire mesh, merchant bars, channels, joists, beams, heavy sections, broad flange beams, universals, hoop and strip, medium and heavy plates, HR and CR sheets, hot dipped and electro-galvanized sheets, corrugated sheets, bright drawn steels, carbon steels, steel sash bars and window sections, CR steel sections, pipes and tubes, fittings and flanges, hollow sections, wire rods, wire and wire products, etc. Also lead, zinc, aluminium, roofing bitumen materials.

**Members of:** Dutch Federation of Traders of Iron & Steel (AVIJ); Dutch Federation of Traders of Special Steel (Vimpostaal); Fédération Internationale des Assns. de Négociants en Aciers, Tubes et Métaux (FIATM); etc.

**Cockerill Nederland BV**

**Head office:** Eemhavenweg 72, Rotterdam (Postbox 5660, 3008 AR Rotterdam).  
**Tel:** 010 295577. **Telex:** 28453.

**Management:** Alexander Grootenhuys (managing director). **Trading personnel:** Cornelis N. J. Van Leeuwen, Harry A. Lincens. **Established:** 1922. **Capital:** Fl 100,000. **Ownership:** Cockerill Nederland Holding BV, Netherlands.

**Activities:** Manufacturers' agents; no stocks.

**Products handled:** Rolled steel (merchant bars, joists and channels, strip, wire rods, plates, sheets, electrical sheets, tinplate, etc.), special steel, cold drawn bars, steel castings (railroad points, etc.), bolts and nuts for railroads, etc.

**Companies represented on agency basis:** Cockerill, Belgium; Hautmont and Rehon, France; SA Dellis Riquaire, France; Laminoirs de Jemappes, Belgium; SA Aciéries de la Meuse, Belgium; SA Usines & Boulonneries Avaux, Belgium.



# DIKEMA & CHABOT

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## NETHERLANDS

**Daval Nederland BV**

**Head office:** Oranjestraat 6, 2514 JB The Hague. **Tel:** 070 469449. **Telex:** 31385.

**Management:** L. Reine (director), H. D. van Nijendaal (proxy holder), Mrs. W. Jongebreur (proxy holder). **Trading personnel:** J. Verheij (proxy holder, steel sheet piling), H. P. Zwiers, P. Ligthoet. **Established:** 1975. **Capital:** Fl 5 million.

**Activities:** Agency basis. Subsidiary of French steel group Sacilor; sales office, Daval, Neuilly-sur-Seine. Imports into the Netherlands of French steel products; no stocks.

**Products handled:** Steel sheet piling, merchant bars, beams, concrete bars, wire rods, special steels, cold drawn sections, CR and HR steel sheets, galvanized sheets, lacquered sheets, electro-galvanized sheets. Area covered: Netherlands.

**Companies represented on agency basis:** Sacilor—Acieries et Laminaires de Lorraine, France; AG der Dillinger Hüttenwerke, West Germany; Sollac—Sté Lorraine de Laminage Continu, France; Solmer—Sté Lorraine et Méridionale de Laminage Continu, France; Ziegler SA, France; Profilés et Tubes de l'Est, France. Market area covered: Netherlands.

**Dikema & Chabot's Handelmaatschappij BV**

**Head office:** Eemhavenweg 70, 3089 KH Rotterdam. **Tel:** 010 29 87 11. **Telex:** 28429. **Cables:** Dik NI.

**Management:** P. P. A. E. van Heeswijk (president); W. S. van der Bruin, H. van den Corput and L. G. J. Drenth (managers); A. W. Voskamp (secretary). **Trading personnel:** J. Adriaans (assistant managing director), G. van Winterswijk (sales manager, central heating equipment), J. Polet (sales manager, export), W. J. Bodestaff (managing clerk). **Established:** 1881. **Capital:** Fl 25 million. **Subsidiary & associates:** NV Metaalhandel Avar, Middelburg, Netherlands; Dikema-Staal BV, Nijmegen, Netherlands; Werle Staal BV, Deventer, Netherlands; Dikema Hellas Ltd, Athens; and Intergulf Steel, Dubai (same activities as Dikema & Chabot). Oxynd BV, Oosterhout, Netherlands (trading, oxy-carving, steel-cutting).

**Activities:** Import, export, trading, stocking, transportation of steel, tubes, central heating equipment. Cutting, drilling, shot blasting, bending, etc. of steel.

**Products handled:** Wide range of steel products including plates (ship, boiler, chequer, etc.), CR and HR sheets and coils, galvanized sheets and coils, electro-galvanized sheets and coils, flats, angles, joists, bars, reinforcing bars, wire mesh, hoops, piling, CR sections, tube sections, welded and seamless pipes, hollow sections.

**Members of:** Koudprofiel; Algemene Vereniging voor de IJzerhandel (AVIJ); Algemene Vereniging voor de Buizenhandel (AVB); Fédération Internationale des Assns. de Négociants en Aciers, Tubes et Métaux (FIANATM).

**Edelstaal Maatschappij BV**

**Head office:** Lauriergracht 15-17, PO Box 173, 1000 AD Amsterdam. **Tel:** 020 233404. **Telex:** 11050 emad. **Cables:** Edelstaal Amsterdam.

**Management:** H. G. Blikslager (managing director, Technitra (Internatio Müller group)), A. B. I. Nibbering (executive), A. P. 's-Gravendijk (sales manager, Benelux). **Established:** 1907. **Ownership:** Parent—Internatio Müller NV, Netherlands (group of 140 companies).

**Activities:** Import, export, import/export agency, wholesale trade, distributor, with stocks in own warehouse.

**Products handled:** Carbon and alloy steel, free cutting steel, stainless and heat resisting steel. Also aluminium, titanium, tantalum, Inconel, Incoloy, non-ferrous metals, machining tools, metal working machines, abrasives, grinding materials. Plates, sheets, bars, tubes, pipes, fittings, forgings, castings.

**BV Handelmaatschappij Ertsimport**

**Head office:** Industrieweg 19, PO Box 120, 4100 AC Culemborg. **Tel:** 0 3450 4824. **Telex:** 40051.



## NETHERLANDS

**BV Handelmaatschappij Ertsimport** (*continued*)

**Management:** N. C. Meijering (general manager). **Trading personnel:** N. C. Meijering, H. Vlaskamp, J. Luyten. **Established:** 1936. **Capital:** Fl 1,250,000. **Ownership:** See management.

**Activities:** Stockist and wholesaler of stainless steel tubes, sections and fittings as well as flanges in stainless and aluminium; wholesaler of minor metals. Trading world-wide.

**Companies represented on agency basis:** Fonderie Officine Rovelli Srl, Italy; Haato-Tuote Oy, Finland; Sorvayat Oy, Finland.

**Eurinter Nederland BV**—see Eurinter SA, Belgium**Hamel Metaal BV**

**Head office:** Volmerstraat 14, PO Box 88, Diemen. **Tel:** 20 905151. **Telex:** 11391.

**Management:** E. de Leeuw (director), J. B. Post (deputy director). **Established:** 1936. **Capital:** Fl 54,000.

**Activities:** Warehouse and agency.

**Products handled:** Stainless and alloy steel sheets, bars, wire, tubes; tool steels. Also copper, brass and aluminium.

**Companies represented on agency basis:** Stahlwerke Röchling-Burbach GmbH, West Germany.

**Hille & Müller**

**Address:** Laan van Westmolen 18, 3271 BK Mijnsheerenland. **Tel:** 1862 2952. **Telex:** 27004.

**Holstaal BV**

**Head office:** Molenmeent 3, PO Box 97, 1230 AB Loosdrecht. **Tel:** 02158 4354. **Telex:** 43907. **Cables:** Holstaal.

**Management:** H. A. J. Deering (managing director), Henry Ehrenberg (chairman).

**Trading personnel:** P. Zwart (sales manager). **Established:** 1963. **Capital:** Fl 500,000. **Subsidiary & associates:** Trading companies (all in stainless steel)—Damstahl A/St, Skanderborg, Denmark; Dam Stahl-Handelsgesellschaft mbH, Langenfeld, West Germany; Damstahl AGt, Baar/Zug, Switzerland; Snel AG, Baar/Zug, Switzerland. Herli/Précitube AG, Kerzers, Switzerland (production of welded stainless steel tubes and formings). Also various trading and production companies in Europe and overseas.

**Activities:** Import, export, stockholding and trading.

**Products handled:** Stainless steel tubes (seamless and welded) and fittings, CR sheets and HR plates, bars (flats, rounds, hexagons, squares and angles).

**Companies represented on agency basis:** Including Kobe Steel Ltd, Japan (stainless steel tubes) covering Europe, excluding UK; Herli/Précitube, Switzerland (welded stainless steel tubes and metal products) covering Benelux; Aços Finos Piratina SA, Brazil (steel bars, all types) covering Europe.

**Technisch Bureau C. H. J. Holtgreve CV**

**Address:** Pieter de Hooghlaan 48, 1213 BV Hilversum. **Tel:** 035 14655. **Telex:** 43210. **Cables:** Holtgreve Hilversum.

**Intermetaal BV/BV Tistim**

**Head office:** Griendstraat 8-10, PO Box 61, 2920 AB Krimpen a/d IJssel. **Tel:** 01807 10577. **Telex:** 21469 imet. **Cables:** Intermetaal/Imtist.

## NETHERLANDS

**Intermetaal BV/BV Tistim** (continued)

**Management:** K. A. Boske (director and general manager). Intermetaal—C. van Duyvendijk (steel sales manager), M. Heere (administration manager), J. A. Brokking (internal organisation). Tistim—M. G. van der Kolk (sales manager). **Trading personnel:** Intermetaal—D. Lagerman (stainless steels, bright and free-cutting steels, strip), C. van der Graaf (tool steels, alloy engineering steels). Tistim—H. van Bruggen (tubes and fittings). **Established:** Intermetaal 1919; Tistim 1968. **Capital:** Intermetaal Fl 3 million. Tistim Fl 1 million. **Ownership:** Intermetaal—Boske family. Tistim—TI Export Ltd, UK (50%); Intermetaal (50%).

**Activities:** Import, agency, stockists.

**Products handled:** Intermetaal—Alloy and stainless steels in all shapes. Tistim—Precision tubes and fittings (seamless and welded) in stainless and all other steels including high nickel alloys.

**Companies represented on agency basis:** Intermetaal—British Steel Corp (BSC), UK (carbon, alloy and stainless steels; HR and CR narrow strip, rings and flanges); Flather Bright Steels Ltd, UK; Firth Brown Ltd, UK (tool steels); Rigidized Metals, UK; Firth Vickers Foundries, UK (stainless and heat resisting steels); Aciéries de Bonpertuis, France (cutlery steels). Tistim—Tube Investments Ltd (TI group), Steel Tube Division, UK; BSL Département Tubes et Raccorderie, France.

**Members of:** Fédération Internationale des Assns. de Négociants en Aciers, Tubes et Métaux (Fianatm); Vereniging van Handelaren in Speciaalstaal (Vimpostaal).

**JéTé Spezial Stahl BV**

**Head office:** Vierhavensstraat 40, 3029 BE Rotterdam (PO Box 6787, 3002 AT Rotterdam). **Tel:** 010 25 44 82. **Telex:** 27393.

**Management:** Jan Terlouw (managing director). **Trading personnel:** Jan Gielen (sales manager). **Established:** 1976. **Ownership:** See management.

**Activities:** Import/export; no stocks carried.

**Products handled:** Stainless steel, especially bars.

**Axel Johnson Buizen BV/v/h Roestvrij Handel Mij BV**

**Head office:** Edisonstraat 1, PO Box 240, 4000 AE Tiel. **Tel:** 0 3440 19944. **Telex:** 70272.

**Management:** L. Dallau and J. Groen (managing directors). **Trading personnel:** R. Scheper, H. Stuut, Miss S. de Fijter. **Established:** 1979. **Capital:** Fl 50,000. **Ownership:** A. Johnson & Co BV†, Netherlands.

**Activities:** Sales and stockholding in stainless steel tubes and pipes, fittings and flanges (including aluminium) for the Dutch Market.

**Products handled:** Welded tubes and pipes, seamless tubes and pipes (including hollow bars), Buttweld and threaded fittings, DIN/ASA flanges. Also aluminium flanges.

**Companies represented on agency basis:** Including Trent Tube BV, Netherlands (welded pipes); Oy Ja-Ro Ab, Finland (welded pipes).

**Members of:** Vereniging van Handelaren in Speciaalstaal (Vimpostaal).

**A. Johnson & Co BV (v/h ASI Staal BV)**

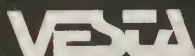
**Head office:** H. A. Lorentzstr. 10, PO Box 51, 3330 AB Zwijndrecht. **Tel:** 078 127200. **Telex:** 29095 ajco nl.

**Management:** H. Westerlaken (managing director), A. V. J. Hertroys (sales director), A. Liedorp (financial director), A. Dallau and J. Groen (management, subsidiary company Tiel). **Trading personnel:** I. Moret (sales manager, flat products), Miss J. v. Pelt and Mrs. H. Riet (assistant managers, flat products). **Established:** 1977. **Capital:** Fl 100,000. **Ownership:** A. Johnson & Co HAB†, Sweden. **Subsidiary & associates:** Axel Johnson Buizen BV†, Tiel, Netherlands (stainless steel tubes, pipes, fittings, flanges from stock and ex-works).

**Activities:** Import/export, import agencies. Stocks at Zwijndrecht (all products except tubes, pipes, etc.), and Tiel (tubes, pipes, etc. only).

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## NETHERLANDS

**A. Johnson & Co BV (v/h ASI Staal BV) (continued)**

**Products handled:** Stainless steel sheets, plates, CR and HR, bars, flats, angles, tubes, pipes, fittings, welding materials, pickling paste. Service centre for cut-to-size materials (plasma cutting and shearing).

**Companies represented on agency basis:** Avesta Jernverks AB, Sweden (stainless steel sheets, plates, titanium); Trent Tube BV, Netherlands (welded stainless steel tubes and pipes); Tubacex C.E. de Tubos por Extrusión SA, Spain (seamless steel tubes ex-works); Aços Villares SA, Brazil (stainless steel bars).

**Members of:** Vereniging van Handelaren in Speciaalstaal (Vimpostaal).

**Axel Johnson Steel International BV**

**Head office:** H. A. Lorentzstraat 10, PO Box 51, Zwijndrecht. **Tel:** 0 78 194500. **Telex:** 29364. **Cables:** Ajsi.

**Management:** H. Westerlaken (managing director), P. C. de Reus (marketing manager). **Trading personnel:** Stainless steel—Miss B. M. Borg (tubular products), Miss C. Guerrier (flat products), Mrs. A. v. d. Heuvel (bar products), H. Linden (flat products). **Established:** 1977. **Capital:** Fl 100,000. **Ownership:** A. Johnson & Co HAB†, Sweden. **Subsidiary & associates:** All companies in the stainless steel division of A. Johnson & Co HAB†, Stockholm.

**Activities:** Importing and exporting stainless steel products. Central stocking of bars, sheets and plates, tubular products, special qualities. Central purchasing negotiation for Johnson companies.

**Products handled:** Stainless steel bars, wire rods, CR sheets, HR plates, welded tubes, seamless tubes, fittings and flanges, special qualities in sheets and tubes. Trading activities are worldwide.

**Companies represented on agency basis:** Aços Villares SA, Brazil (stainless steel bars); Inoxium SAT, France (CR sheets); Trent Tube BV, Netherlands (welded tubes); Avesta Jernverks AB, Sweden (HR plates).

**Kanematsu-Gosho (Europe) BV**

**Address:** JOH, Vermeer Str. 7, Amsterdam.

**Marubeni Europe BV**

**Head office:** c/o Beheermaatschappij Pharas BV, Fizeastraat 2, Amsterdam.

**Branches:** New London Bridge House, London Bridge Street, London SE1 9SW (Tel: 01 407 8300. Telex: 883633-4. Cables: Marubeni London).

**Marubeni Nederland BV**

**Head office:** Rotterdam Building, Aert van Nesstraat 45, 3012 CA Rotterdam.

**Merrem & la Porte NV**

**Head office:** Keizersgracht 473-479, 1017 DL Amsterdam. **Tel:** 020 22 13 44. **Telex:** 12041.

**Management:** C. H. André de la Porte (managing director), C. André de la Porte (deputy managing director). **Trading personnel:** Manager, metals department—A. D. van Koppen. Stainless steel and non-ferrous metals—A. Telleman, F. Stoelinga, H. Koopman, J. Noy. **Established:** 1870. **Ownership:** Family owned. **Subsidiary & associates:** Helffer (electrotechnical materials and equipment), Millmaster (cathodic protection engineering and contracting).

**Activities:** Import/export; import agencies; stockholding.

**Products handled:** Stainless steel (tubes, plates, sheets and wire), clad steel plates, forgings and castings, explosive bonded clad materials. Also copper, nickel, titanium



## NETHERLANDS

**Merrem & la Porte NV** (continued)

and their alloys; plastic pipes; water and air filters; railway and building materials; chemicals; paper making equipment; etc.

**Companies represented on agency basis:** Fried. Krupp Hüttenwerke AG (FKH), West Germany (forgings); Thyssen Giesserei AG, West Germany (castings); British Steel Corp (BSC), UK (clad steels); and Outokumpu Oy, Finland (stainless steel sheets) covering Netherlands. Nobel PRB, France (explosive bonded clad materials) and Technitub Italiana SpA, Italy (welded stainless steel tubes) covering Benelux.

**Members of:** Vimpostaal; Fianatm.

**Metalburg**

**Head office:** P. Potterlaan 38, PO Box 10, 3931 TE Woudenberg. **Tel:** 03498 3358. **Telex:** 59170.

**Management:** J. van Kranenburg. **Established:** 1980. **Capital:** Fl 20,000.

**Ownership:** See management.

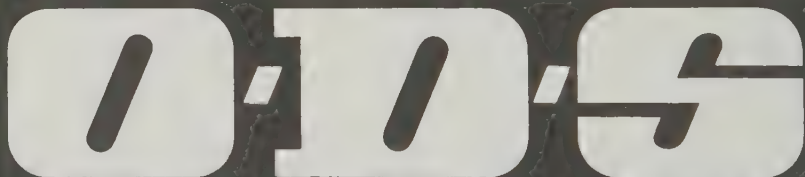
**Activities:** Import/export, import agencies; no stocks carried.

**Products handled:** Stainless steel strip and sheet in coils, special alloy semis; special stainless tubing, special ground bars and rods in stainless.

**Companies represented on agency basis:** Metafoil Ltd, UK (super thin strip of stainless steel) covering Netherlands.

**Mitsubishi Nederland BV**

**Head office:** Bouwcentrum Building, 5th Floor, Kruisplein 33, 3014 DB Rotterdam. **Tel:** 010 332533. **Telex:** 22515 msk nl.



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    - High speed steel
    - Silversteel
- Stainless steel, hotrolled alternatively bright
  - Cranerailsections

## NETHERLANDS

**Mitsubishi Nederland BV** (*continued*)

**Management:** J. Kamizawa (managing director), S. Nomura (senior director). **Trading personnel:** Y. Okusa and J. A. Ebeli (metals department). **Established:** 1975. **Capital:** Fl 3 million. **Ownership:** Wholly-owned subsidiary of Mitsubishi Corp't, Japan. **Activities:** Import and export, import/export agency. No stocks carried in the Netherlands.

**Products handled:** Steel products—pipes and tubes, sections, plates and coils, etc. Also copper and copper alloy products (electric cables, condenser tubes), other non-ferrous metal products including tin and titanium.

**Companies represented on agency basis:** Representing NKK—Nippon Kokan KK, Japan; Nippon Steel Corp, Japan and others, for all steel and non-ferrous products requirements from customers in the Netherlands.

**Mitsui & Co Europe (Netherlands) BV**

**Address:** Sarphatistraat 15, Hoek Amstel 344, Amsterdam (Postbus 20081, 1000 HB Amsterdam). **Tel:** 244236-8. **Telex:** 16410. **Cables:** Mitsui Amsterdam.

**BV Nedeximpo—Nederlandse Export- en Importmaatschappij**—see Thyssen Stahlunion GmbH, West Germany

**Nichimen Europe BV, Benelux Branch**

**Address:** 2nd Floor, Murohuis, Westblaak 67, Rotterdam 3002. **Tel:** 145077. **Telex:** 27409. **Cables:** Nichimen Rotterdam.

**Noordzij IJzer en Staal BV**

**Head office:** Lansing 2, Postbus 35, 2923 BD Krimpen aan de IJssel. **Tel:** 1807 16000. **Telex:** 24367.

**Management:** Th. C. Noordzij. **Established:** 1968. **Capital:** Fl 250,000. **Ownership:** See management. **Subsidiary & associates:** Stano IJzer en Staal BV, Krimpen aan de IJssel, Netherlands; Stano Trading NV, Curaçao.

**Products handled:** General trading in all steel products.

**Oving-Diepeveen-Struycken NV**

**Head office:** Kraandrijverstraat 44, 3071 AG Rotterdam (Postbus 860, 3000 AW Rotterdam). **Tel:** 010 84 50 11. **Telex:** 28862. **Cables:** Ods NI.

**Management:** M. A. E. Mendes de Leon and J. M. L. Ingen-Housz (managing directors), J. van der Vlist (secretary). **Trading personnel:** A. J. Driessen (measuring and controlling systems), J. J. Giezen (railway material), C. Kleinjan (tubes and fittings), A. M. v. d. Kuijl (constructional products), H. E. Plompen (technical department), R. Valk (special steel). **Established:** 1875. **Capital:** Paid-up: Fl 9,527,000. Authorised: Fl 25 million. **Ownership:** Lommaert Bedrijfsholding BV, Born. **Subsidiary & associates:** Mamesta BV, Lomm (steel hardening shop); Segab Engineering BV, Doorn (design, construction and commission of foundries, sand preparation plants, etc.); Holfra BV, Bussum (machines for packing and labelling and process installations for the food, pharmaceutical and cosmetic industries). **Branches:** Wilhelminakade 8, Groningen.

**Activities:** Import, wholesaler.

**Products handled:** Mill products, tubes, special steel hollow sections, railway material. Also valves and measuring and control systems.

**Companies represented on agency basis:** Including British Steel Corp (BSC), UK (tubes from Corby works); Rheinische Stahlwerke Bau- und Wärmetechnik (cast iron pipes).

## NETHERLANDS

**Oxyde Maatschappij voor Ertsen en Metalen BV**

**Head office:** Noordhollandstraat 61, 1081 AS Amsterdam (Postbus 7886, 1008 AB Amsterdam). **Tel:** 44 88 77. **Telex:** 11410 oxy nl.

**Established:** 1923. **Ownership:** Asoma—The Lissauer Group.

**Activities:** General traders in steel, steel scrap, pig iron, ferrous and non-ferrous ores and concentrates, standard and high temperature alloys, major and minor metals, chemicals, etc.

**Products handled:** Steel semis, HR and CR products, galvanized coils and sheets, cold formed profiles, seamless and welded pipes.

**Rijnvis Metalen BV**

**Head office:** Uraniumweg 21, PO Box 8036, 3503 RA Utrecht. **Tel:** 030 44 94 11.

**Telex:** 40223. **Cables:** Rijnvis.

**Management:** P. van Oosten (general manager), G. J. Kouwehoven (commercial manager). **Trading personnel:** Managers—M. C. v. d. Ende (sales), H. W. J. Glastra (products, aluminium and stainless steel), P. C. Wernsen (products, copper and copper alloys), A. W. Groenendijk (export sales). **Established:** 1850. **Capital:** Fl 4 million.

**Ownership:** Billiton Nederland BV, Netherlands (the shares of which company are held by Shell Petroleum NV, Netherlands). **Subsidiary & associates:** All Shell and Billiton subsidiaries throughout the world.

**Activities:** Stockholders/distributors of and traders in semi-fabricated metals. Service centre with slitting and shearing facilities; metallurgical laboratory. Importers/exporters.

**Products handled:** Stainless steel semis. Also semis of copper and copper alloys, aluminium and aluminium alloys, lead, zinc, tin, nickel, precious metals, etc.

**Members of:** Bureau International de la Récupération, Dutch Federation of Traders in New Non-Ferrous Metals, Dutch Scrap Federation.

**Roba Handelmaatschappij BV**

**Head office:** Zomerdijk 27, PO Box 36, IJsselstein (Utrecht). **Tel:** 03408 2124.

**Telex:** 47407. **Cables:** Roby.

**Management:** S. D. G. Cohn (managing director), R. E. Houthuyse (deputy director, steel). **Trading personnel:** S. F. Borggreve (sales executive). **Established:** 1937.

**Capital:** Fl 2 million. **Ownership:** Private. **Subsidiary & associates:** Affilips NV, Tienen, Belgium (master alloys); Vles Verenigde Smeltbedrijven (VVS) BV, Oldenbroek, Netherlands (ingots).

**Activities:** Import, export, stockholding.

**Products handled:** Coils and sheets (CR, HR, electrolytic and hot dip galvanized, aluminized, electrical steel), tubes, bars and wire rods.

**Companies represented on agency basis:** EBG—Elektroblechgesellschaft mbH (electrical sheets and coils); Otto Wolff AG (CR sheets and coils, terneplate); Neunkircher Eisenwerk AG, West Germany (tubes, bars, wire rods). Market area covered: Netherlands.

**Rollo BV**

**Head office:** 10 Alexanderstraat, 2514 JL The Hague. **Tel:** 46 97 11. **Telex:** 31415.

**Cables:** Rollo.

**Management:** J. A. Schaap, R. R. Bruynen. **Established:** 1906. **Ownership:** Gutehoffnungshütte Aktienverein, West Germany.

**Activities:** Import agency. No stocks of steel products.

**Products handled:** Apart from steel products of all kinds, a large variety of products such as non-ferrous semis and special products; diesel engines, compressors, gas turbines and many more capital goods for the industry.

**Companies represented on agency basis:** Ferrostaal AGt, West Germany.

## NETHERLANDS

**Sandvik Nederland BV**

**Head office:** 's Gravelandseweg 401, PO Box 248, Schiedam. **Tel:** 010 156600. **Telex:** 21204.

**Management:** N. C. Nellen (managing director), G. W. Schwandt (manager, steel division), D. H. Driessen (manager, finance and administration). **Trading personnel:** P. H. Romijn (sales manager, steel products), G. Zoet (special accounts manager).

**Established:** 1949. **Ownership:** Sandvik AB, Sweden. **Subsidiary & associates:** Sandvik Conveyor Benelux BV (steel belt conveyers); Sandvik Stanssystemen BV (die cut products); Santrade Ltd, Schiedam and Lucerne, Switzerland.

**Activities:** Importer and stockist of high alloy steels.

**Products handled:** Stainless steel pipes, tubing, fittings, flanges, strip and wire, facings, roofing and jacketing; high speed steel. Also drilling equipment.

**Companies represented on agency basis:** Sandvik AB, Sweden; Fagersta AB, Sweden; Stahlwerk Westig GmbH, West Germany.

**C. Gust. Schröder**

**Head office:** PO Box 804, 1424 ZA De Kwakel. **Tel:** 02975 68597. **Telex:** 10178.

**Management:** R. G. Sikkema. **Established:** 1901. **Ownership:** See management.

**Activities:** Agencies; no stocks carried.

**Products handled:** Stainless steel and nickel alloyed tubing; castings; forgings.

**Companies represented on agency basis:** Italsider SpA, Italy (castings and forgings); Terni—Stà per l'Industria e l'Elettricità SpA, Italy (castings and forgings); Fine Tubes Ltd, UK (tubes). Market area covered: Netherlands.

**Sidernederland BV**—see Siderexport SpA, Italy**SKF Staal BV**

**Head office:** Postbus 81, 3900 AB Veenendaal. **Tel:** 08385 19025. **Telex:** 45 306.

**Cables:** Hoforsstaal.

**Management:** Jan Klumper (managing director). **Trading personnel:** Fred Luch-singer (steel sales manager).

**Smitfort-Staal BV**

**Head office:** Postbus 5049, 3008 AA Rotterdam. **Tel:** 010 844477. **Telex:** 28818.

**Management:** A. A. Smit (president), J. A. Smit (director), C. Jutte (director). **Trading personnel:** P. van Wassenaar (stainless division), W. van de Graaf and W. Walther (carbon and alloy steel division). **Established:** 1947. **Capital:** Fl 2 million.

**Ownership:** Smit family. **Subsidiary & associates:** Smitson BV, Herentals, Belgium (Steel Service Centre). **Branches:** Head office and warehouses Rotterdam; branch office and warehouse Enschede.

**Activities:** Import/export; stockholders.

**Products handled:** Carbon steel, alloy steel, tool steel, stainless steel and heat resistant steel in all shapes and sizes. Also castings and ball- and roller bearings.

**Companies represented on agency basis:** Including Fried. Krupp Hüttenwerke AG (FKH), West Germany; Hoesch Rothe Erde-Schmiedag AG; Joseph Brechmann; Rost-frei Geisweid.

**Members of:** Vereniging van Handelaren in Speciaalstaal (Vimpostaal).

**Sumitomo Europe BV**

**Head office:** Weena 108, PO Box 92, 3012 CP Rotterdam. **Tel:** 010 331133. **Telex:** 23358 sumr nl. **Cables:** Sumitomo Rotterdam.



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## Svenska Uddeholm BV

**Head office:** Willem Fenengastraat 12, 1098 BN Amsterdam. **Tel:** 020 948091. **Telex:** 12379.

**Management:** Th. J. Jordan (general manager), J. Burger (sales manager, stainless steel), G. Spiele (sales manager, stainless steel), H. van Beurten (sales manager, tool steel), A. ten Lohuis (office manager), N. de Koning (controller). **Trading personnel:** Stainless department—J. Bakker, J. Becker, H. Lok, W. v. d. Meijden, C. v. Herk, R. Hessels, T. Kuylaars, B. Molenaar, R. Visser, F. Voogt, W. Huis in 't Veld, J. Boskamp, C. Regter, J. Vink; tool steel department—F. Kalb, J. Pennock, F. de Rijk, J. van Geffen, A. Kuipers. **Established:** 1954. **Capital:** Fl 375,000. **Ownership:** Uddeholms AB, Sweden.

**Activities:** Stockist of stainless steel tubing, fittings, flat products and tool steel; also direct sales in these products.

**Companies represented on agency basis:** Including Nyby Uddeholm AB, Sweden; Uddeholm Strip Steel AB, Sweden; Von Roll Ltd, Switzerland; Oy Hackman, Finland.

## BV Tistim—see Intermetaal BV

## Toyo Menka Kaisha Ltd

**Address:** Westblaak 37, 3012 KD Rotterdam. **Tel:** 010 135160. **Telex:** 21350 tmk nl. **Cables:** Toyomenka Rotterdam.

## TradeArbed SA

**Head office:** Eendrachtsweg 50, 3012 LD Rotterdam. **Tel:** 010 117190. **Telex:** 21463 arbed nl. **Cables:** TradeArbed Rotterdam.

**Ownership:** Subsidiary of TradeArbed†, Luxembourg.

## C. D. van der Linden Staal BV

**Head office:** Alexanderstraat 23, 2514 JM The Hague (PO Box 612, 2501 CP The Hague). **Tel:** 070 64 48 18, 070 63 19 56. **Telex:** 31295 cdlin nl.

**Management:** J. R. van Vloten (general director). **Trading personnel:** H. Koster (sales manager). **Established:** 1900. **Capital:** Fl 250,000. **Ownership:** Private.

**Subsidiary & associates:** Subsidiary—Netherlands Structural Steel Group BV (design, supply, erection, supervision of all types of steel structures, constructions, warehouses, hangars, multistorey buildings, factories and overhead crane facilities and similar). Associated—International Trading & Engineering Group Ltd (ITEG), Sharjah, Oman (trading all steel products). **Branches:** Fijnaart Beheer- & Handelsmij, BV, Nederlandse Damwand Centrale BV (NDC), Multibeam Produktie- en Verkoopmij, BV, Pilemaster Exploitiatiemij, BV (PEM) and Jachtcentrum Dintelmond BV. Address—Industrieterrein Dintelmond 2, Markweg Zuid 1-4, 4794 SN Fijnaart (PO Box 44, 4793 ZG Fijnaart) (Tel: 01672 3250. Telex: 54899 ndcfs nl).

**Activities:** Import, export, agency; stocks carried.

**Products handled:** Beams, bars, flats, angles, squares, rods, wire, pipes, tubes, sheets, coils, plates, steel sheet piles (HR and CR), railway material (rails, wheels), structural steel (cold rolled Z and Sigma purlins and sides rails), welded steel constructions, forgings. Areas covered: Europe, Middle East, USA.

**Companies represented on agency basis:** Valdunes (Creusot-Loire, France) (railway material, forged wheels, axles, etc.); Sté Le Matériel de Voie (Saclor, France) (rails); Georg, West Germany (forgings); Doncasters Sheffield Ltd, UK (rings, forgings, drop forgings); France Entreprise, France (offshore and onshore steel constructions). Area covered: Netherlands.

## NETHERLANDS

**Metaalmaatschappij Van Houten BV**

**Head office:** Vierstraat 9, 3011 XA Rotterdam (PO Box 513, 3000 AM Rotterdam).

**Tel:** 10 130330. **Telex:** 21198. **Cables:** Vanhoutenmetaal Rotterdam.

**Management:** J. C. van Munster van Heuven and J. H. Wiebes (managing directors).

**Established:** 1798. **Capital:** Fl 1,779,700 (paid-up). **Ownership:** Private.

**Activities:** Import agency; stocks carried.

**Products handled:** Republic Steel's products.

**Companies represented on agency basis:** Republic Steel Corp, International Division, USA. Also various non-ferrous metal companies.

**P. van Leeuwen Jr's Buizenhandel BV**

**Head office:** Lindtsedijk 20, PO Box 1, 3330 AA Zwijndrecht. **Tel:** 078 12 31 11.

**Telex:** 29176. **Cables:** Buisleeuw.

**Management:** Board directors—P. van Leeuwen, C. C. Th. Rietberg, S. Duvekot, P. v. d. Woude. **Trading personnel:** J. van Breugel (commercial director), T. van Leeuwen (commercial director), J. Stolk (deputy director, exports), C. J. Kurpershoek (deputy director, marketing), M. N. Kleyn (export manager), J. Postma (domestic sales manager). **Established:** 1934. **Capital:** Authorised: Fl 15 million. Subscribed: Fl 10 million.

**Subsidiary & associates:** Van Leeuwen Pipe & Tube, Zwijndrecht. Affiliated—Van Leeuwen Buizen, Vilvoorde, Belgium; Van Leeuwen Pipe & Tube Corp NV, Willemstad, Curaçao; Liontube SA, Chalette-sur-Loing and Arles, France; Van Leeuwen Pipe & Tube Co, Tehran, Iran; Van Leeuwen Pipe & Tube (Pty) Ltd, Durban, Johannesburg and Cape Town, South Africa; Van Leeuwen Pipe & Tube (Far East) Pte Ltd, Singapore; Leon Tubos y Aceros Iberica SAE, Madrid, Spain; Van Leeuwen Pipe & Tube, Sharjah; The Lion Tube & Steel Co Ltd, London and Middlesbrough; Van Leeuwen Pipe & Tube Corp, Houston (TX), Slidell (LA), Corpus Christi (TX), USA.

**Activities:** Import/export, production, stockist, trading.

**Products handled:** Seamless and welded steel pipes and tubes, elbows, fittings, flanges. Specialities—line pipe and heavy-wall materials especially for offshore constructions. Materials to ANSI, DIN and BS. Supply from stock as well as forward delivery.

**Wambesco International BV**

**Head office:** Calandstraat 41, 3016 CA Rotterdam (Postbus 1439, 3000 BK Rotterdam). **Tel:** 10 36 42 55. **Telex:** 23282, 26322. **Cables:** Wambesco Rotterdam.

**Subsidiary & associates:** Subsidiaries in Paris and Duisburg.

**Products handled:** Some special steels, but mainly ores, minerals and ferro-alloys.

**Robert Zapp (Holland) BV**

**Head office:** 20 Australiëlaan, 3526 AB Utrecht. **Tel:** 030 884341. **Telex:** 47592.

**Cables:** Zappkantoor.

**Management:** C. H. Sicking (director), D. Veerdig (finance manager). **Trading**

**personnel:** W. A. M. Faber (sales manager). **Established:** 1951. **Capital:** Fl 200,000.

**Ownership:** Robert Zapp mbH & Co KG†, West Germany. **Subsidiary & associates:** Ancostaal BV†, Utrecht.

**Activities:** Import and stocking; cutting and slitting line for stainless steel.

**Products handled:** Stainless steel, steel forgings, steel castings.

**Companies represented on agency basis:** Including Robert Zapp mbH & Co KG†, West Germany; Fried. Krupp Hüttenwerke AG (FKH), West Germany; Stahlwerke Brün-  
inghaus, West Germany; Stahlwerke Ergste GmbH & Co KG, West Germany; Otto  
Junker GmbH, West Germany.

**Members of:** Vereniging van Handelaren in Speciaalstaal (Vimpostaal), Federation for Metal & Electrotechnical Engineering Industries (FME).

# New Zealand

## British Steel Corp (NZ) Ltd

**Head office:** PO Box 59 033, Mangere Bridge P.O., Mangere, Auckland. **Tel:** 661 179. **Telex:** 21794. **Cables:** Durable.

**Management:** K. Bamford (chairman and managing director), R. D. Berry (secretary).

**Trading personnel:** M. J. Pohlen (sales director), A. Ewart (manager, special products).

**Established:** 1951. **Capital:** NZ\$200,000. **Ownership:** British Steel Corp, UK.

**Subsidiary & associates:** Richard Thomas & Baldwins (NZ) Ltd (specialist sales).

**Branches:** Wellington, Christchurch.

**Activities:** Import; stocks carried.

**Products handled:** Stainless steel, coated steel, tinplate, plates, sections, tubes.

**Companies represented on agency basis:** Including British Steel Corp, UK; Southward Engineering Co Ltd, New Zealand.

## John Burns & Co Ltd

**Head office:** Corner King Street and Atkinson Avenue, Otahuhu, Auckland. **Tel:** 2769178. **Telex:** 2481. **Cables:** Burnsco Auckland.

**Management:** D. M. Rouse (managing director), A. W. Nicholls (general manager, steel company). **Established:** 1882. **Capital:** NZ\$5 million. **Ownership:** Public.

**Subsidiary & associates:** John Burns Steel Co, Monahan Road, Mt. Wellington (PO Box 62090, Sylvia Park) (Tel: 572 199. Telex: 2481 burnsak nz. Cables: Burnsak); John Burns Manufacturing Co; Hobart Berkel (NZ) Ltd (commercial kitchen equipment); General Machinery Co Ltd (engineers and transmission merchants). **Branches:** Throughout New Zealand.

**Activities:** Import/export; stocks carried.

**Products handled:** Steel and non-ferrous rods, bars, sheets, tubes and plates.

## Cable-Price Steel Ltd

**Head office:** PO Box 1471, Auckland. **Tel:** 765 168. **Telex:** 21539. **Cables:** Cablesteel.

**Management:** N. B. Kearns (general manager), B. C. King (company secretary and commercial manager). **Trading personnel:** Managers—P. J. Tolley (marketing, overseas supply), T. G. Sandes (marketing, local supply), J. R. Thorne (marketing, special products), P. V. Brown (New Zealand sales), R. O. Jacobson (Cable-Price Reinforcing Ltd). **Established:** 1948. **Capital:** NZ\$2,500,000. **Ownership:** Wholly-owned subsidiary of Cable Price Downer Ltd. **Subsidiary & associates:** Cable-Price Reinforcing Ltd (reinforcing steel fabrication). **Branches:** Whangarei, Tauranga, Hamilton, Napier, Palmerston North, Wellington, Christchurch, Invercargill.

**Activities:** Import/export, stockists.

**Products handled:** Structural, plates (all types including pressure vessel plates and high tensile), spring steels, merchant bars, rectangular hollow sections, pipes and tubes, sheets (plain and coated), reinforcing, wire, bright shafting. Also chain and fittings, lifting equipment, tool and die steels, metal fasteners.

**Companies represented on agency basis:** Including VEW—Vereinigte Edelstahlwerke AG, Austria (special steels) covering New Zealand.

**Members of:** Steel Merchant Stockholders Assn. N.Z. Inc.

## Dalgety New Zealand Ltd

**Head office:** 23-7 The Terrace, PO Box 1397, Wellington. **Tel:** 724 099. **Telex:** 3485. **Cables:** Dalgety.

**Management:** Eric Millar (managing director), Ronald Foster Hayes (general manager), Rex Victor McPhail (general manager, development and international trade).



## NEW ZEALAND

**Dalgety New Zealand Ltd** (*continued*)

**Trading personnel:** Peter Barker (export development manager). **Established:** Over 100 years. **Capital:** NZ\$24 million. **Ownership:** Dalgety Ltd, UK (57%). Balance held by public. **Subsidiary & associates:** Aotearoa Meats Ltd (meat exporters), C. B. Norwood Ltd (importers and agents of tractors and farm machinery), Philips & Pike Ltd (importers of wine and spirits). **Branches:** 20 branches situated in New Zealand with approximately 90 other retail selling points.

**Activities:** Stocks carried, import/export, agency, general merchants, etc.

**Products handled:** Full range of materials available from Bethlehem Steel. Also all requirements for New Zealand farmers' consumption including machinery, fertiliser, etc.

**Companies represented on agency basis:** New Zealand agents for Bethlehem Steel Export Corp't, USA (full range of materials), covering New Zealand.

**Eagle & Globe Steel (NZ) Ltd**

**Head office:** 308-310 Neilson Street, PO Box 13-249, Onehunga, Auckland. **Tel:** 661 079. **Telex:** 21584. **Cables:** Eaglobe.

**Management:** W. R. Falloon (managing director), B. C. Owen (company secretary), A. W. Heighton (company accountant). **Trading personnel:** P. Richards (technical services manager), I. Maxwell (sales manager). **Established:** 1976. **Capital:** NZ\$40,000. **Ownership:** Eagle & Globe Steel Ltd†, Australia (owned in turn by Aurora Holdings Ltd, UK). **Subsidiary & associates:** Eagle & Globe Steel (NZ) Ltd, Products Division (manufacturer of all types of guillotines and industrial knives, commercial grinder).

**Activities:** Importers, stockists, indentors and exporters. Manufacturers of all types of industrial knives, slitters, rolls, screwdrivers and other small tools.

**Products handled:** Special alloy steels, bright cold drawn steels, stainless steel, constructional alloy steels, cast iron, gauge plate, silver steel and phosphor bronze.

**Gilbert Lodge & Co Ltd**

**Head office:** 356 Church Street, PO Box 12743, Penrose, Auckland. **Tel:** 594146. **Telex:** 2850. **Cables:** Gilbertloj.

**Management:** J. F. Ginders (New Zealand manager), P. J. Lang (assistant New Zealand manager), R. D. Darracott (New Zealand steel division manager). **Trading personnel:** Managers—R. D. Darracott, K. G. Seagar (Wellington), F. J. Rochford (Christchurch), D. R. Gibson (Dunedin). **Established:** 1909. **Ownership:** Gilbert Lodge (Holdings) Ltd, Australia (100%). **Branches:** Wellington, Christchurch, Dunedin.

**Activities:** Import, stockist.

**Products handled:** Stainless sheets, coil, wire and tubing; alloy and construction steels; bright mild carbon steels; cast iron (solid and hollow); hard chrome bars; plastic mould steels.

**Companies represented on agency basis:** Comsteel—Commonwealth Steel Co Ltd, Australia; Martin Bright Steels Ltd, Australia; various Japanese mills through Okaya & Co Ltd; Bridon Wire Ltd, UK. Market area covered: New Zealand.

**International Steels (NZ) Ltd**

**Head office:** PO Box 60 051, Titirangi, Auckland 7. **Tel:** 817 6930. **Telex:** 2326 auckcom (Prefix for Insteel). **Cables:** Insteel Auckland.

**Management:** J. Owen (managing director). **Established:** 1970. **Ownership:** Private.

**Activities:** Exporters; import indentors; no stocks carried.

**Products handled:** Full range of steel products including semis, merchant bars, sections, flat rolled and strip products, alloy and special steels, stainless steel, tinplate, pipe and tubes, wire products. Also secondaries and non-ferrous scrap, roll forming equipment.

**Members of:** Auckland Chamber of Commerce.

## C. Itoh & Co (N.Z.) Ltd

**Addresses:** National Mutual Building, 7th Floor, 41 Shortland Street, CPO Box 3918, Auckland (Tel: 798 480-4. Telex: 2504 citoh. Cables: Citoh Aucklandnz). 3rd Floor, Bank of New South Wales Building, 318-324 Lambton Quay, PO Box 1101, Wellington (Tel: 722 288-9, 724 276. Telex: 3574 citoh nz. Cables: Citoh Wellingtonnz).

## Kanematsu-Gosho (N.Z.) Ltd

**Head office:** Top Floor, Downtown House, 21-9 Queen Street, PO Box 2472, Auckland. **Tel:** 797 384-6. **Telex:** 2367. **Cables:** Kanegold.

**Branches:** 150 St. Asaph Street, PO Box 2466, Christchurch (Tel: 60034. Telex: 4878. Cables: Kanegold); 5th Floor, Regent Building, 2 Lombard Street, PO Box 11 292, Wellington C1 (Tel: 737597. Cables: Kanegold).

## Marubeni New Zealand Ltd

**Head office:** 14th Floor, National Mutual Building, 43 Shortland Street, CPO Box 4034, Auckland 1. **Tel:** 793 003-5, 799 756. **Telex:** 2680. **Cables:** Marubeni Auckland.

**Branches:** Bank of New South Wales Building, 318-24 Lambton Quay, GPO Box 387, Wellington, C1 (Tel: 725016. Telex: 3396. Cables: Marubeni Wellington).

## Metal Alloys NZ Ltd

**Head office:** PO Box 50288, Porirua. **Tel:** 74484-5. **Telex:** 3498 manz nz. **Cables:** Metalalloys.

**Management:** Director—E. E. de B. Brandon, P. M. Hawke. **Established:** 1972. **Ownership:** Private. **Subsidiary & associates:** Gollin Steel Ltd (steel, stainless and non-ferrous).

**Activities:** Merchants; stocks carried; indent agents.

**Products handled:** Stainless steel sheets, bars, rods and tubes. Also aluminium, brass and copper semis.

## Metal Import Co (Auck.) Ltd

**Head office:** 199 Great North Road, PO Box 68540, Grey Lynn, Auckland. **Tel:** 763049. **Telex:** 2345. **Cables:** Metal Imp.

**Management:** S. A. Schnauer (executive director), R. S. Dallimore (manager). **Trading personnel:** R. S. Dallimore. **Established:** 1950. **Capital:** NZ\$400,000. **Ownership:** Private, Hirschfeld Trusts. **Subsidiary & associates:** Wakefield Metal Co Ltd (metal merchants), Eoenlite Garden Products (NZ) Ltd (glasshouse manufacturers), Mico Marketing Services Ltd (agency company). **Branches:** Seventeen in New Zealand.

**Activities:** Merchants, import, full stocks carried.

**Products handled:** Stainless steel—sheets, coil, rods, bars, flats, wire, mesh.

**Companies represented on agency basis:** Nippon Steel Corp through Japanese trading houses. Market areas covered: New Zealand and Pacific Basin only.

## Metal Merchants Ltd

**Address:** PO Box 2129, Auckland 1. **Tel:** 591 711, 599 208. **Telex:** 2495. **Cables:** Allmetal.

**Established:** 1967. **Ownership:** Steel & Tube Holdings Ltd. **Branches:** Wellington, Christchurch.

**Activities:** Stainless steel stockists; mill representatives; indent and commission agents for all metal and engineering products.

**Products handled:** Stainless steel sheets, coil, strip, bars, plates; all carbon steels; tubes (stainless steel, boiler, etc.).

## NEW ZEALAND

**Mitsubishi New Zealand Ltd**

**Addresses:** PO Box 1959, Auckland 1 (Tel: 774879. Telex: 2435. Cables: Mitsubishi Aucklandnz. Management: S. Arita, managing director). PO Box 3245, Wellington (Tel: 722 294. Telex: 3458. Cables: Mitsubishi Wellingtonnz. Management: T. Ishiguro, manager).

**Mitsui & Co (NZ) Ltd**

**Head office:** 9th Floor, Investment Centre, Featherston Street, PO Box 3339, Wellington. **Tel:** 724 589. **Telex:** 3555.

**Management:** T. Toyonaga (managing director), R. Akamatsu (director). **Trading personnel:** K. Weir and J. Matsui (managers, steel department). **Branches:** Auckland.

**Activities:** Import/export and indentor; no stocks carried.

**Products handled:** All steel products.

**Companies represented on agency basis:** Main Japanese mills.

**Nichimen Co (NZ) Ltd**

**Address:** CML Center, 5th Floor, 157-165 Queen Street, PO Box 2173, Auckland. **Tel:** 372 334, 375 074. **Telex:** 2413. **Cables:** Nichimen Auckland.

**Nissho-Iwai Co (N.Z.) Ltd**

**Address:** Ground Floor, Beca Carter Hollings and Ferner Building, 132 Vincent Street, PO Box 4073, Auckland. **Tel:** 09 794 494-6. **Telex:** 2429 nisrock nz. **Cables:** Nisshoiwai Auckland.

**N.Z. Fasteners Ltd**

**Head office:** PO Box 22023, Otahuhu. **Tel:** 276 3816, 276 2169. **Telex:** 2787. **Cables:** Fasteners.

**Management:** M. A. C. Armstrong (managing director), H. S. Orr (chairman), D. Meiklejohn (company secretary), N. P. Cooper (purchasing director), R. P. Endres (general manager), N. F. Woodmass (export manager). **Trading personnel:** N. P. Cooper (purchasing), R. P. Endres (general manager), N. F. Woodmass (export manager), J. Orr (manager, Auckland), A. McWhinnie (manager, Palmerston North), L. Lancaster (manager, Christchurch), L. Mattson (accountant). **Established:** 1965.

**Capital:** NZ\$100,000. **Ownership:** Private. **Subsidiary & associates:** N.Z. Fasteners Ltd, Export Division (export); Southern Metal Plastic Co (stockists, stainless steel); Galaxy Engineering Ltd (engineers' stainless steel products); Tasman Metals Ltd (indent stainless steel). **Branches:** Auckland, Hamilton, Palmerston North and Christchurch.

**Activities:** Importers, stockists and exporters of stainless steel, materials and products.

**Products handled:** Stainless steel—all raw materials and products including Klean-Flow valves, IS fittings, bends, tees, bars, flats, rounds, hexagons, bolts, BSP fittings, castings, chain, cocks, coil, dairy fittings, flanges, gauze, hinges, hoses, clips, mesh, nuts, pipes and tubes, plates, screws (wood and self tapping), shafting, sheets, sockets, unions, Walling-Kleanclad, washers, perforated plates. Plasma arc cutting facility.

**Sandvik New Zealand Ltd**

**Head office:** 12 Ben Lomond Crescent, PO Box 51 154, Pakuranga, Auckland. **Tel:** 564 059. **Telex:** 21049.

**Branches:** 271 Ferry Road, PO Box 10 018, Philippstown, Christchurch (Tel: 891 114-5); CML Building, Laings Road, Lower Hutt, Wellington (Tel: 664 141. Cables: Sandvik Wellington).

## NEW ZEALAND

**Th. De Schryver Ltd**

**Head office:** 166 Kitchener Road, Milford, Auckland (PO Box 33-331, Takapuna, Auckland). **Tel:** 498 272. **Telex:** Deschryver Auckland.

**Management:** Austin G. Wilson (chairman), R. E. Judge (managing director).

**Established:** 1899. **Ownership:** Private.

**Activities:** Manufacturers represented on agency basis, distributors.

**Products handled:** Steel. Also general hardware and sporting goods.

**Companies represented on agency basis:** Stelco Inc, Canada.

**Sheetmetals Ltd, Metals Division**

**Head office:** Eden Street, PO Box 9057, Newmarket, Auckland. **Tel:** 548 129. **Telex:** 21618 sml nz. **Cables:** Sheetmetal Auckland.

**Management:** M. P. Bitossi (general manager). **Trading personnel:** Managers—J. Mik (metals division), W. S. Parker (indent trading), R. J. Burns (warehouse).

**Established:** 1936. **Capital:** NZ\$480,000. **Ownership:** Sheetmetals Holdings Ltd (subsidiary of N.Z. Motor Corp, New Zealand). **Subsidiary & associates:**

Associated—Sheetmetals Manufacturing Division (engineers, sheetmetal workers, fabricators), Stainless Fabrications Ltd (dairy machinery fabricators), International Containers Refurbishers Ltd (manufacturers transport containers, road and shipping).

**Branches:** 510 Terrace Road, Hastings, New Zealand (Tel: 85 611).

**Activities:** Agents, importers, exporters, distributors, stockists.

**Products handled:** CR and HR steel, aluminium, copper, brass, coated steel (galvanized, aluminized), stainless steel (sheets, coil, plates, bars, tubes, wire, mesh, fittings, fasteners, etc.), hydraulic bars and tubes, tinplate, pure zinc.

**Companies represented on agency basis:** Thomas Try Ltd, UK (hydraulic bars); Katakura Tube Co, Japan (hydraulic tubes); N.Z. Tube Mills Ltd, New Zealand (stainless steel tubes). Distributors for Nippon Steel Corp, Japan (stainless steel sheets, coil and plates) and New Zealand Steel Ltd (galvanized steel).

**Members of:** N.Z. Steel Sheet & Galvanized Sheet Guild.

**Steel & Tube New Zealand Ltd**

**Head office:** 15-17 Kings Crescent, Lower Hutt (Private Bag, Wellington). **Tel:** 694 629. **Telex:** 3595. **Cables:** Sandl.

**Management:** J. S. Thomson (general manager), B. P. Sim (supply manager), J. C. F. Joplin (marketing administration manager). **Trading personnel:** J. Firth (head office sales), R. O'Neill (contracting). **Established:** 1953. **Capital:** NZ\$15 million.

**Ownership:** Steel & Tube Holding Ltd, New Zealand. **Subsidiary & associates:**

Subsidiaries—Dominion Steel Distributors Ltd, Auckland (steel merchants); Steel Service Centre Ltd, Auckland (steel service centre); Metal Merchants Ltd, Auckland (steel and tube indentors). Associated—A. & T. Burt Ltd (plumbers merchants, manufacturers, electrical and heating and mechanical contractors), Robert Stone & Co Ltd (heavy engineering contractors), Pearson Knowles & Ryland Bros. NZ Ltd (wire products manufacturers), Bundy Tubing NZ Ltd (bund tube), Spiral Welded Pipes Ltd (purlins, spiral weld tube, cold formed steel sections), Web Grating (Palm North) Ltd (grill flooring, small steel flats). **Branches:** Whangarei, Auckland, Hamilton, Mount Maunganui, Rotorua, New Plymouth, Napier, Palmerston North, Wellington, Nelson, Christchurch, Timaru, Dunedin, Invercargill.

**Activities:** Importers; stockists and indentors of steel, tube, fasteners, pipe fittings, valves and associated products; suppliers and fabricators of reinforcing steel.

**Products handled:** Steel sections, sheets, plates, beams, wire; stainless steel sheets, coil, plates, etc.; tubes and pipe fittings for all applications; bolts, nuts, screws, rivets, washers; grill flooring (web grating), reinforcing mesh, reinforcing splicing systems; valves for all purposes.

**Companies represented on agency basis:** Including British Steel Corp (BSC), Tubes Division, UK (steel tubes and fittings); Tubemakers of Australia Ltd, Australia (steel tubes and rectangular hollow sections); Victaulic Co, UK (pipe joints and fittings).

**Members of:** N.Z. Wholesale Hardware Federation, N.Z. Steel Merchants' Stockholders Assn.



**NEW ZEALAND****Sumitomo Corp**

**Addresses:** 15th Floor, Challenge House, 105-109 The Terrace, PO Box 3636, Wellington C1 (Tel: 724 508. Telex: 3461 wiscol nz. Cables: Sumitomo Wellington). 8th Floor, General Building, 29 Shortland Street, CPO Box 1749, Auckland (Tel: 794 940. Telex: 2437 akwiscol nz. Cables: Sumitomo Auckland).

**Tasman Metals Ltd**

**Address:** 74 St. Georges Bay Road, Parnell, Auckland. **Tel:** 773235. **Telex:** 2787. **Cables:** Tasmets Auckland.

**Established:** 1967. **Ownership:** N.Z. Fasteners Ltd†.

**Activities:** Importers/exporters, indent agents covering New Zealand, Australia, Asia.

**Products handled:** Stainless steels, heat and corrosion resistant metals and components.

**Toyomenka (N.Z.) Ltd**

**Address:** Fisher Trust Building, 18 Waterloo Quadrant, PO Box 238, Auckland 1. **Tel:** 34501-2. **Telex:** 2405 tomen nz. **Cables:** Toyomenka Auckland.

# Nicaragua

**Ferrimport Cia Ltda**

**Head office:** Apartado Postal 1744, Managua. **Tel:** 2 4306, 2 2562. **Telex:** 1260 mjs int. **Cables:** Ferrimport.

**Management:** Jorge G. Fiedler N. (owner and manager). **Trading personnel:** Luis Arana Cano (indent business). **Established:** 1957. **Capital:** C\$100,000. **Ownership:** See management. **Subsidiary & associates:** Celco de Nicaragua SA (solvent blending and chemical trading), Proveedora Dental SA (dental and medical supplies).

**Activities:** Import/export agency (indent agents); no stocks carried.

**Products handled:** Steel and iron—ingots, bars, CR and HR sheets and coils, angles, beams, tinplate. Also aluminium and zinc ingots, industrial chemicals, plastic resins, solvents, proprietary chemicals, pharmaceutical raw materials and equipment for the pharmaceutical industry, fertilizers, herbicides, fungicides, industrial machinery and equipment (both turnkey and individual items).

**Companies represented on agency basis:** Nichimen Co Ltd, Japan (ingots, bars, CR and HR sheets and coils, angles, beams, tinplate). Market area covered: Nicaragua only.

**P. J. Frawley SA**

**Head office:** By Pass Sur, Reparto Frawley, Apartado de Correos 134, Managua. **Tel:** 53 82, 55 46. **Telex:** Public booth. **Cables:** Frawley Managua.

**Management:** David Schindler.

**Activities:** Importers, manufacturers and traders representatives.

**Products handled:** Steel products.

# Nigeria

**Haastруп Industries (W.A.) Ltd**

**Head office:** 71 Bonny Street, PM Box 5429, Port Harcourt. **Telex:** 61262 triano ng (attn. Haastруп Industries).

**Management:** Ademola Haastруп (chairman); Jan Hijalmarsson, Torsten Lilja and Carl Ahlgren (directors). **Trading personnel:** Roland Sanda (area manager, West Africa),

## NIGERIA

**Haastrup Industries (W.A.) Ltd** *(continued)*

Lennart Lyckman. **Established:** 1978. **Capital:** Naira 420,000. **Ownership:** Haastrup Line (W.A.) Ltd. Boliden AB. Ahlsell AB†.

**Activities:** Importers, stockists.

**Products handled:** Iron and steel products, metals.

**C. Itoh & Co (Nigeria) Ltd**

**Address:** 15th Floor, Unity House, 37 Marina, PO Box 2351, Lagos. **Tel:** 635005, 635077. **Telex:** 21218. **Cables:** Citoh Lagos.

**Kanematsu-Gosho (Nigeria) Ltd**

**Address:** 5th Floor, Inlaks Building, 19 Martins Street, PO Box 3438, Lagos. **Tel:** 23377. **Telex:** 21413 c/o jos hansen telex. **Cables:** Kanegold.

**Marubeni Nigeria Ltd**

**Head office:** Plot 23-4, Gbajumo Street, PO Box 917, Lagos. **Tel:** 27327. **Telex:** 21410. **Cables:** Marubeni Lagos.

**MBK Nigeria Ltd**

**Address:** 5th Floor, 138-146 Broad Street, PO Box 2764, Lagos. **Tel:** 633362, 633220, 633292. **Telex:** 21549. **Cables:** Mitsui Lagos.

**Mitsubishi Shoji Kaisha (Nigeria) Ltd**

**Address:** 10th Floor, Unity House, 37 Marina, PO Box 7384, Lagos. **Tel:** 636906. **Telex:** 21569. **Cables:** Mitsubishi Lagos. **Management:** H. Ito (managing director).

**Nichimen Co (Nigeria) Ltd**

**Address:** 196 Awolowo Road, South West Ikoyi, PMB 2761, Lagos. **Tel:** 20894, 21862. **Telex:** 21514, 21207. **Cables:** Nichimen Lagos.

**Nicodep Group**

**Head office:** 8-10 Broad Street, PO Box 2685, Lagos. **Cables:** Nicodep Group.

**Management:** Chief A. Adejumo (managing director), S. O. Oyekunle (general manager), Cosmos Imotsheken (area manager, North). **Capital:** Naira 100,000.

**Ownership:** Chief A. Adejumo and S. O. Oyekunle. **Branches:** Development House, 18 Ahmadu Bello Way, Kaduna.

**Activities:** Importers and manufacturers.

**Products handled:** Steel products. Also electrical equipment, medical equipment.

**Companies represented on agency basis:** TradeArbed† and MecanArbed, Luxembourg.

**Nissho-Iwai (Nigeria) Ltd**

**Address:** Lapal House, 6th Floor, 241-3 Igboere Road, PO Box 4481, Lagos. **Tel:** 22278, 20480. **Telex:** 21460 nisrock. **Cables:** Nisshoiwai Lagos.

## NIGERIA

**Salzgitter (West Africa) Ltd**

**Head office:** Plot 19, Joel Ogunnaike Street, PO Box 2115, Lagos (Ikeja).

**Sumitomo Shoji Kaisha (Nigeria) Ltd**

**Address:** Investment House, 3rd Floor, 21-25 Broad Street, PO Box 4276, Lagos. **Tel:** 661922, 661823, 661599. **Telex:** 21426 sumit ng. **Cables:** Sumitomo Lagos.

**Toyo Menka Kaisha (Nigeria) Ltd**

**Address:** 82 Raymond Njoku Road, South West, Ikoyi, PO Box 1178, Lagos. **Tel:** 682125. **Telex:** 21336 tomen. **Cables:** Toyomenka Lagos.

# Norway

**Thorleif Arneberg & Co A/S**

**Head office:** Oscarsgate 20, PO Box 7176 H, Oslo 3. **Tel:** 2 69 53 17. **Telex:** 18496 tacas. **Cables:** Tacas.

**Management:** Thorleif Arneberg (managing director). **Established:** 1968. **Capital:** Nkr 50,000.

**Activities:** Import (no stocks carried), import agency.

**Products handled:** Steel products, tubes, fittings, plumbers' tools and machines, building materials. Area covered: Norway.

**Companies represented on agency basis:** Including United States Steel International Inc, USA; Georg Fischer AG, Switzerland.

**Members of:** Import og Exportagenter Forening, Norges Handelsstands Forbund.

**Aspelin-Storbull Gruppen A/S**

**Head office:** Østre Aker vei 61, Postboks 8, Økern, Oslo 5. **Tel:** 22 60 50. **Telex:** 11341.

**Management:** Per W. Fossum (president), Lars Peter Sundt (finance). **Trading personnel:** Rolf Kaalstad (steel), Ole A. Oulie (building material), Reidar Mo (technical products), Ragnar Gulbrandsen (fastening systems), Sture Jacobsen (heavy machinery), Bjørn Sundby (prestressed concrete), Thorvald Hauge (fire fighting equipment).

**Established:** 1881 and 1898 (the group was started in 1978 after amalgamation of the Aspelin companies and the Stormbull group). **Capital:** Nkr 10 million (share capital).

**Subsidiary & associates:** Aspelin-Storbull Oslo A/S, Div. Bygg, Strømsv. 245, Oslo 6 (Telex: 11113 asob n) (steel, building material); Aspelin-Storbull Stavanger A/S, Ryfylkeg 70, Stavanger (Telex: 33054 asst v n) (steel, building material); Aspelin-Storbull Trondheim A/S, Nyhavna, Trondheim (Telex: 55016 astr n) (steel, building material); Karl S. Johannessen A/S, Postboks 4, Laksevågneset, N 5031 Laksevåg (Telex: 42540 karls n) (steel); Aspelin-Storbull Maskin A/S, Oslo (machinery); Aspelin-Storbull Motek A/S, Oslo (fastening systems); Precon A/S, Lillestrøm (prestressed concrete); Norsk Hammerværk A/S, Stavanger (fire fighting equipment); Stavanger Spennbetong, Vaulen (prestressed concrete).

**Activities:** Import and wholesale with stock facilities, including steel service centres consisting of cutting and slitting lines, flame cutting, sawing and chop blasting and painting as well as cutting and bending of reinforcement bars.

**Products handled:** Rolled steel products. Also see under associated companies.

**Companies represented on agency basis:** Estel, West Germany (steel sheet piling); Expanded Metal Ltd (expanded metal); Gävle Galvan AB (galvanized culverts); Vereingte Buisenfabriken (welded steel tubes); Rautaruukki Oy, Finland (dished ends); Svenskt Stål AB (SSAB), Sweden (high tensile steel plates).

**Members of:** Fédération Internationale des Assns. de Négociants en Aciers, Tubes et Métaux (Fianatm); Assn. of Norwegian Steel Stockholders.

**Aspelin-Stormbull Oslo A/S**—see Aspelin-Stormbull Gruppen A/S

**Aspelin-Stormbull Stavanger A/S**—see Aspelin-Stormbull Gruppen A/S

**Aspelin-Stormbull Trondheim A/S**—see Aspelin-Stormbull Gruppen A/S

### **Ingeniørforretningen Atlas A/S**

**Head office:** Konowsgt. 8, PO Box 198 Sentrum, Oslo 1. **Tel:** 02 68 81 80. **Telex:** 11115 atlas n. **Cables:** Atlas.

**Management:** Rolf Songe-Møller (managing director), Thoralf Songe-Møller (director), Bjørn Songe-Møller (director). **Trading personnel:** Kjell Jortveit (steel department), Arill Thodesen (machinery department), Simon Larsen (industrial department), Steinar Bjørnstad (electrical department). **Established:** 1912. **Capital:** Nkr 10 million approx.

**Ownership:** Sophus Berendsen A/S, Denmark. **Subsidiary & associates:** Ingeniørforretningen Atlas Industri A/S, Lillehammer (production of fireproof steel doors, etc.).

**Activities:** Import, import agency; stocks are carried.

**Products handled:** Steel tubes (ordinary and thick walled seamless, seamless precision, seamless and welded special steel, hollow sections), wire rods and CR strip. Also iron, steel and SG iron castings, machinery, equipment, electrical goods, etc.

**Companies represented on agency basis:** Hoberg & Driesch GmbH, West Germany (stockholder) (steel tubes); Sté Métallurgique et Navale Dunkerque-Normandie, France (wire rods); Nomel SA, France (high grade CR strip); Bilstein & Co, West Germany (commercial CR strip in coils and lengths).

**Members of:** Norske Agenters Landsforbund, Steel Group.

### **N. A. Bjørn Lian Ltd A/S**

**Head office:** Kirkegt. 7, Postboks 554-Sentrum, Oslo 1. **Tel:** 47 2 420646. **Telex:** 11777 nablo n.

**Management:** N. L. M. Bjørn-Lian (director), Ebbe Bjørn-Lian (assistant director). **Established:** 1918. **Capital:** £50,000. **Ownership:** Family. **Subsidiary & associates:** A/S Nablo Trading; Brukskunst-Smia A/S (production of handicraft articles). **Branches:** Sub-agents in some major cities.

**Activities:** Import agency; ample stock facilities available.

**Products handled:** Agents and sole importers of steel, metals and tubing as well as tools and chemicals.

**Companies represented on agency basis:** Including Zollern Stahl und Metall GmbH, West Germany.

**Members of:** Norwegian Import Agents, Steel Section.

### **Bull & Co A/S**

**Head office:** Riddervoldsgate 3, Oslo 2 (PO Box 7033, Oslo 3). **Tel:** 02 413105. **Telex:** 11368 bulet n.

**Management:** O. O. Bull (general manager). **Trading personnel:** Knut Asmyhr, Ole Kristian Bull, Knut Strømberg. **Established:** 1949 (A/S from 1979). **Capital:** Nkr 60,000.

**Activities:** Import, import/agency.

**Products handled:** Commercial steel; welded steel tubes and pipe; bright steel bars; welding material; expanded metal; press welded gratings; special steels; CR strip; galvanized sheets, coil and strip; tinplate. Also copper bars.



**NORWAY****Bull & Co A/S** *(continued)*

**Companies represented on agency basis:** Including Wirsbo Bruks AB (WB), Sweden (welded steel tubes); Hallstahammars AB, Sweden (bright steel); VEW—Vereinigte Edelmetallwerke AG, Austria (special steel); Fabrique de Fer de Maubeuge (FFM), France (galvanized steel sheets, etc.); Carnaud SA, France (tinplate). Market area covered: Norway.

**A/S Dahl, Jørgensen & Co**

**Head office:** Ulvenveien 90, Postboks 160 Økern, Oslo 5. **Tel:** 19 50 10. **Telex:** 11625 daljo.

**Management:** Finn Friis and Johan H. Friis (managing directors), Arne Klanderud (financial director). **Trading personnel:** T. Borander (general sales and purchasing director), O. Lien (sales manager, CR products), H. Ullerud (sales manager, plates and shapes), T. Høyem (sales manager, reinforcing rounds), T. Westby (sales promotion), AA. Thv. Lund (sales manager, special steels). **Established:** 1876. **Capital:** NKr 2 million. **Ownership:** Private. **Branches:** Roligheten 1c, N 3900 Porsgrunn (Tel: 035 52 874); Postboks 419, N 4301 Sandnes (Tel: 045 65 560. Telex: 33178); Munkegaten 48, N 7000 Trondheim (Tel: 075 32 150, 075 20 740. Telex: 55126).

**Activities:** Main activity is stockholding, import and export of steel products.

**Products handled:** Wide flange beams and sections, shipbuilding plates and profiles, merchant bars, hollow sections, CR sheets, galvanized sheets, profiled sheets, tubes, flanges, stainless steel sheets, reinforcing rounds, etc.

**Daval (Norge) A/S**

**Head office:** Postboks 122, Oslo 5. **Tel:** 02 212918. **Telex:** 19901.

**Management:** Leif-Kristian Johansen (general manager). **Trading personnel:** Carl Jörgen Burum (sales manager, steel division). **Established:** 1974. **Capital:** NKr 250,000. **Ownership:** Daval SA†, France.

**Activities:** Import agency.

**Products handled:** All rolled steel products, welded and spun tubulars. Also pre-fabricated steel products.

**Companies represented on agency basis:** Own group, i.e. Sacilor—Aciéries et Laminaires de Lorraine, France; Sollac—Sté Lorraine de Laminage Continu, France; AG der Dillinger Hüttenwerke, West Germany.

**A/S Edelstål**

**Head office:** PO Box 9, Røa, Oslo 7. **Tel:** 02 24 78 90. **Telex:** 11571 pedal n.

**Management:** Peder Alhaug (managing director). **Trading personnel:** R. O. Skogseid, Jostein Alhaug. **Established:** 1936. **Capital:** NKr 25,000. **Ownership:** Peder Alhaug A/S. **Subsidiary & associates:** Associated—Peder Alhaug A/S, (import and wholesale selling of steel gratings and industrial requirements as well as agencies).

**Activities:** Import agency; stocks not carried.

**Products handled:** CR flat bars and sections, CR steel strip (uncoated and coated), HR steel strip.

**Members of:** Norwegian Assn. of Agents, Steel Group.

**Aug. Ekløw A/S**

**Address:** Frysjaveien 27, Oslo. **Tel:** 2234278.

**Fagersta-Haak A/S**

**Head office:** Ole Deviks v 26, Oslo 6. **Tel:** 47 2 67 31 80. **Telex:** 11155 haak n.

**Cables:** Haak.

## NORWAY

**Fagersta-Haak A/S** *(continued)*

**Management:** Eskild T. Bentzen (managing director). **Trading personnel:** Øyvinn Aune (stainless pipes and fittings), Knut Wollbråten (stainless coils, plates, wire and fasteners), Aners Helland (bright and free-cutting steels, coils). **Established:** 1873.

**Capital:** Nkr 2,300,000. **Ownership:** Fagersta AB, Sweden.

**Activities:** Import, stockholders.

**Products handled:** Stainless steel in all shapes, strip, sheets, plates, bars and tubes.

**Members of:** The Federation of Norwegian Wholesale Merchants and Importers, Assn. of Norwegian Steel Stockholders.

**Ferrostaal A/S**

**Head office:** Rådhusgt. 17, Oslo 1. **Tel:** 411155. **Telex:** 11908. **Cables:** Staalaxel.

**Management:** Karl Heinz Jennerwein (managing director), Axel W. Johannessen (board chairman). **Trading personnel:** See management. **Established:** 1960.

**Capital:** Nkr 500,000. **Ownership:** Ferrostaal AG†, West Germany (60%). Axel W. Johannessen (40%).

**Activities:** Import agency.

**Products handled:** All kinds of rolled steel products.

**Companies represented on agency basis:** Thyssen AG, West Germany and other German mills for black steel; Andernach & Bleck, West Germany (bright bars and CR strip).

**Finn Nordrum A/S**

**Head office:** Riddervoldsgt. 4, Postbox 2319-Solli, Oslo 2. **Tel:** 56 50 95. **Telex:** 11602. **Cables:** Acero.

**Management:** Peter Freng, Bengt Lagergren. **Trading personnel:** Ole C. Mørch, H. J. Grønneberg. **Established:** 1946. **Ownership:** Member of the CCC group.

**Activities:** Import/export, import/export agency.

**Products handled:** Iron, steel and non-ferrous metal products—sheets, plates, bars, tubes, castings, forgings, rails, etc.

**Eiler Fleischer & Søn A/S**

**Head office:** Eugeniesgt. 19, Oslo 1 (Postboks 2716 St. Hanshaugen, Oslo 1). **Tel:** 02 69 52 90. **Telex:** 11226 acier n. **Cables:** Acier.

**Management:** Eiler Fleischer (director), Jan Eiler Fleischer (director). **Trading personnel:** Jan Eiler Fleischer (Cockerill products), Sverre Slåttsveen (Phenix products), Eiler Fleischer (pig iron and electrical sheets). **Established:** 1855. **Capital:** Nkr 1,886,000. **Ownership:** Family company. **Subsidiary & associates:** A/S Interplate (agents for Eurinter SA†, Belgium) and A/S Spesialplater (agents for Covefi, Paris); see above for address, telephone, telex, etc.

**Activities:** Import agency.

**Products handled:** Pig iron; rolled steel products—CR coils and sheets, electrical steel coils and sheets, galvanized coils and sheets, coated coils and sheets, HR coils and sheets, wire rods.

**Companies represented on agency basis:** Cockerill, Belgium (steel products, delivery to Norway); Metallhüttenwerke Lübeck, Germany (pig iron, delivery to Norway).

**Members of:** Norske Agenters Landsforbund, Bransjeforening for Jern og Stål.

**Fuglesangs Ltd A/S**

**Head office:** Chr. Krohgs Gate 16, Oslo 1 (Postboks 9040, Vaterland). **Tel:** 02 41 91 35. **Telex:** 11348 fugli n. **Cables:** Fuglim.

**Management:** Richard Fuglesang Sr., Hans Peter Fuglesang. **Trading personnel:** Egil Keiserud, Knut Eddy Larsen, Tore Jakslund. **Established:** 1916. **Capital:** Nkr 300,000. **Ownership:** 100% family held.

**Activities:** Agent in Norway for foreign steel mills and traders.

**NORWAY****Fuglesangs Ltd A/S** *(continued)*

**Products handled:** All HR and CR steel products. Also zinc, lead, copper and brass.

**Companies represented on agency basis:** Forges de Clabecq SA, Belgium (HR steel plates); SA Fabrique de Fer de Charleroi, Belgium (HR steel plates); Forges de Thy-Marcinelle et Monceau SA (TMM), Belgium (HR long and flat products); Sté Métallurgique Hainaut-Sambre SA, Belgium (HR long and flat products); Laminaires du Ruau SA, Belgium (HR long and flat products); Laminaires d'Anvers, Belgium (HR long and flat products); Providence, Belgium (HR long and flat products); Carlam—SA Carolrégienne de Laminage, Belgium (HR long and flat products). Market area covered: Norway.

**Gløersen & Olsen A/S**

**Head office:** Box 50 Leirdal, Oslo 10. **Tel:** 25 75 90. **Telex:** 17141 goas. **Cables:** Jernforretning.

**Management:** Per Andreassen (manager). **Established:** 1880. **Capital:** Nkr 100,000.

**Activities:** Import, stocking.

**Products handled:** Galvanized steel sheets, plastic coated steel sheets, bright wire. Area covered: Eastern part of Norway.

**Members of:** Stålforeningen (Assn. of Norwegian Steel Stockholders).

**Haagensen & Marstrand A/S**

**Head office:** Postbox 250, N 1301 Sandvika. **Tel:** 02 54 46 63. **Telex:** 18612 hetm n.

**Management:** Harald Boe (director). **Trading personnel:** Harald Boe (flat products), Sverre Haagensen (steel bottles), E. Marstrand (boiler material), Herman Kolderup (long products). **Established:** 1966. **Capital:** Nkr 100,000. **Ownership:** Shareholding company. **Subsidiary & associates:** Norsko-Eks-Imp A/S, Prague (equal partnership of Elkem-Spigerverket A/S, Oslo; Grorud Jernvarefabrikk A/S, Oslo; and Haagensen & Marstrand A/S, Sandvika).

**Activities:** Import/export of rolled steel; agency. Export of ferro-alloys through joint company in Prague.

**Products handled:** Rolled steel and ferro-alloys.

**Companies represented on agency basis:** Sole agents for imports into Norway for Ferromet, Czechoslovakia.

**O. J. Halvorsen Agenturforretning**

**Head office:** Prinsensgate 6, Oslo 1. **Tel:** 41 60 11. **Telex:** 11285 ojh n. **Cables:** Steelmetal.

**Management:** Ole Johan Halvorsen (director), Jan Ole Halvorsen (sales manager).

**Trading personnel:** Mrs. S. Egeberg (secretary). **Established:** 1951. **Ownership:** Private company, owner O. J. Halvorsen. **Subsidiary & associates:** Rörmann A/S.

**Activities:** Agency.

**Products handled:** CR steel strip, forgings, cold formed sections, square tubes, etc. Also rolled and drawn semis of copper and copper alloys, copper and brass tubes, nickel silver sheets, strip and wire.

**Companies represented on agency basis:** Leading companies in Germany, UK, France and Austria.

**Harlow & Jones Scandinavia A/S**

**Address:** Scheitliesgt. 14, Postbox 2081, N 3001 Drammen. **Tel:** 03 833488-9. **Telex:** 18566 hajo n. **Cables:** Harjones Drammen.

**Management:** W. Schmitz (managing director). D. C. Lloyd (chairman director).

## NORWAY

**Harlow & Jones Scandinavia A/S** (*continued*)

**Established:** 1979.

**Activities:** International trading.

**Products handled:** All types of steel products, billets, blooms, slabs, tubes, pipes and non-ferrous metals.

**Carl F. Hemsén A/S**

**Head office:** Haakon VII's Gt. 5, Oslo 1 (PO Box 1488, Vika). **Tel:** 02 429875. **Telex:** 11254 rollo n. **Cables:** Rollo Oslo.

**Management:** Roald S. Hemsén (chairman and managing director). **Trading personnel:** Leif Brenne (sales director), P. Skaalerud (sales manager). **Established:** 1892.

**Capital:** Nkr 500,000. **Subsidiary & associates:** Rolloship A/S (shipowners), Norsk-Britisk Stål A/S.

**Activities:** Import agency.

**Products handled:** Special steels, commercial structural steels, tubing, wire rods, bright drawn free cutting steel bars, prestressing wire and strand, CR and metal coated strip/sheets.

**Companies represented on agency basis:** Röchling-Stahlexport GmbH, West Germany; Flamm-Stahl GmbH, West Germany; Nordstahl GmbH, West Germany; Walter Blume Eisengrosshandlung, West Germany; H. Schmitz GmbH, West Germany; Wickeder Eisen- und Stahlwerke GmbH, West Germany; London Works Steel Co Ltd, UK; Flather Bright Steels Ltd, UK; Johnson & Nephew (Ambergate) Ltd, UK; Usines Gustave Boël SA (UGB), Belgium.

**Members of:** Assn. of Norwegian Agents.

**Leif Hübér**

**Head office:** PO Box 112, N 4601 Kristiansand S. **Tel:** 042 26570. **Telex:** 21328.

**Management:** Leif Hübér (owner), Arvid Rudolfsen (sales manager), Arne Moi (office manager). **Established:** 1929. **Subsidiary & associates:** A/S Leif Hübér, Larvik, Norway (steel importer and wholesaler).

**Activities:** Steel importer and wholesaler.

**Products handled:** All steels.

**Members of:** Stålgrossistenes Forening.

**A/S Interplate**—see Eiler Fleischer & Søn A/S

**Jernmetal A/S**—see Shreiner A/S

**Karl S. Johannessen A/S**—see Aspelin-Storbull Gruppen A/S

**A. Johnson & Co A/S**

**Head office:** Mustads vei 1, PO Box 98, Lilleaker, Oslo 2. **Tel:** 02 55 32 94. **Telex:** 16963 ajco n. **Cables:** Avesta.

**Management:** R. Müller (general manager). **Trading personnel:** B. Bühring-Dehl (sales manager). **Ownership:** Member of the Axel Johnson group.

**Activities:** Import.

**Products handled:** Stainless steel plates, sheets, tubes, valves, welding electrodes and wire; investment castings; steel forgings; steel castings.

**Companies represented on agency basis:** Including Avesta Jernverks AB, Sweden (stainless steel products) covering Norway.



## NORWAY

**Kahrs & Fleischer A/S**

**Head office:** Oscarsgt. 27, Oslo 3. **Tel:** 02 60 79 80. **Telex:** 11482, 18936. **Cables:** Tubes.

**Management:** Arne K. Klemp (managing director). **Trading personnel:** Erik Klemp (sales director). **Established:** 1900. **Capital:** Nkr 2,400,000. **Branches:** Sales divisions and stock points—C. Sundtsigt, 56, Bergen (Tel: 05 23 21 27. Telex: 40078); Jemtlandsvn. 1, Brumunddal (Tel: 065 40 000. Telex: 18830); St. Olavsgt. 6, Harstad (Tel: 082 64 710, 64 849); Tollbugt. 1, Horten (Tel: 033 44 460. Telex: 21709); Sandstranda, Krokstadelva (Tel: 03 82 75 90. Telex: 16852); Postbox 45, 4033 Forus, Stavanger (Tel: 045 76 288. Telex: 40307); Olav Tryggvassonsgt. 42, Trondheim (Tel: 075 32 570. Telex: 55012); Postbox 131, Ulsteinvik (Tel: 071 83 000. Telex: 42883).

**Activities:** Import/export; warehousing; preproduction processing of steel.

**Products handled:** Steel for shipbuilding and offshore—commercial steels, tubing, forgings, chains and derricks.

**Members of:** Stålgrossistenes Forening (Steel Merchants' Assn.).

**A/S Einar Kunsts Eftf**

**Head office:** Kirkegaten 15, Oslo 1 (PO Box 512 Sentrum). **Tel:** 02 41 58 53. **Telex:** 11142 kak n. **Cables:** Ekagent.

**Management:** Knut A. Knutsen (director, manager). **Established:** 1927. **Capital:** Nkr 50,000. **Ownership:** Limited company.

**Activities:** Import agency; no stocks carried.

**Products handled:** Merchant bars, sections, plates, sheets, forged rounds, cold formed profiles, spirally welded tubes, grinding balls, hoops. Area covered: Norway.

**Companies represented on agency basis:** Metalimpex, Hungary (bars, sections, plates, sheets, tubes, grinding balls); Sadef, Belgium (profiles); Burseryds Bruk, Sweden (hoops); Naumann Stahl, West Germany (high grade plates).

**Members of:** Norwegian Import- and Export-Agents' Assn.

**Reinh. Lycke A/S**

**Head office:** Postbox 76, N 1351 Rud. **Tel:** 13 01 40. **Telex:** 18313. **Cables:** Lyckerein.

**Management:** Arvid R. Lycke. **Trading personnel:** Bjørn S. Sørensen, Ilse Trosdahl. **Established:** 1896. **Capital:** Nkr 50,000.

**Activities:** Import agency.

**Products handled:** Electrical steels, railway equipment (wheels, tyres and axles), steel castings, wire and wire products, powder metallurgical products. Also permanent magnets, fasteners, etc.

**Members of:** Oslo Import-Export Agents Forening.

**Marubeni Corp**

**Address:** Raadhusgt. 30, Oslo 1. **Tel:** 41 45 65. **Telex:** 19755. **Cables:** Marubeni Oslo.

**Mitsui & Co Europe (Scandinavia) AB—see Sweden****A/S Olsen & Grønvold**

**Head office:** Huitfeldtsgt. 25, PO Box 2336 Solli, Oslo 2. **Tel:** 02 55 18 90. **Telex:** 11 792. **Cables:** Ogrtrade.

**Management:** L. Grønvold, H. M. Tönsager. **Established:** 1946. **Ownership:** See management.

**Activities:** Import agents.

**Products handled:** Bright steel strip and bars, alloy steel, tubes and bends, cast iron, etc. Also non-ferrous metals.

## NORWAY

**Nicolay Paus A/S**

**Head office:** O. Slottsgate 17, Oslo 1. **Tel:** 0242 53 32. **Telex:** 11673.

**Management:** Arve Kollenborg (managing director). **Established:** 1930. **Capital:** Nkr 50,000. **Ownership:** See management.

**Activities:** Import agency.

**Products handled:** Rolled steels; expanded metal; steel wire ropes; steel tubes, seamless and welded; steel tube fittings, elbows, tees, reductions and caps; steel flanges. Also lead sheets.

**Companies represented on agency basis:** Including Stahlkontor Hahn AGt, West Germany; Klöckner Draht, West Germany; Vallourec Internationalt, France (steel tubes); Vallourec—Usines à Tubes de Lorraine-Escaut et Vallourec Réunies, France (fittings); Ets Métallurgiques Louis Gauchon & Ses Fils, France (steel flanges).

**Members of:** Norwegian Import- and Export-Agents' Assn.

**Paus & Paus A/S**

**Head office:** Kongensgt. 14, Oslo 1. **Tel:** 02 41 50 60. **Telex:** 11207 opaus n. **Cables:** Mercantile Oslo.

**Management:** Ivar K. Vigsnes and Svein Engh (managing directors). **Trading personnel:** Frank Blyverket (manager). **Established:** 1906. **Capital:** Nkr 5,230,000 (stock capital). **Ownership:** Private.

**Activities:** Import agency, stocks carried.

**Products handled:** Steel, steel pipes, ductile iron. Also aluminium, chemicals, industrial raw materials, machinery.

**Companies represented on agency basis:** Including Pont-à-Mousson SA, France.

**Members of:** Landsbransje Foreningen for Stål.

**Rieber Bygg**

**Head office:** Komediebakken 11, PO Box 705, N 5001 Bergen. **Tel:** 05 21 10 70. **Telex:** 42975 bygg n.

**Management:** Jan-Erik Erichsen (managing director), Per Terje Larsen (general manager). **Trading personnel:** Managers—Kolbjørn Ommang (sales), Ingvald Andersen (sales), Øyvind Selstad (sales), Gunnar Flesland. **Established:** 1839.

**Capital:** Nkr 3 million. **Ownership:** Rieber & Søn A/S. **Subsidiary & associates:** Rieber Bygg, Førde (building supplies); Rieber Bygg, Sogndal (building supplies).

**Activities:** Import and wholesale of steel products; also building materials. Area covered: Western Norway.

**Members of:** Stålforeningen.

**Rolate A/S**

**Address:** Olaf Schousv. 2, Postbus 6671, Oslo 5. **Tel:** 02 35 61 60. **Telex:** 16842.

**Rolfsen & Juell A/S**

**Head office:** Bogstadvn. 27, Postboks 5033 Maj., Oslo 3. **Tel:** 02 604392. **Telex:** 11732. **Cables:** Rolfsenon.

**Management:** Torgrim Rolfsen (director). **Established:** 1867. **Capital:** Nkr 50,000. **Ownership:** Rolfsen family.

**Activities:** Import agency; no stocks carried.

**Products handled:** Rolled steel products, forged and drop forged products, forged and rolled rings, iron and steel castings, rails and railway material, products for building rolling stock and locomotives, flanges, springs, spring steel wire, steel shot and grit. Area covered: Norway.

**NORWAY****Rolfsen & Juell A/S** (*continued*)

**Companies represented on agency basis:** Including Krupp Stahl AG, West Germany; Fried. Krupp GmbH—Krupp Stahlexport, West Germany; Fried. Krupp GmbH, Krupp Stahl Vertriebsgesellschaft mbH, West Germany; Stahldrahtwerke Adolf Hahn & Co, West Germany.

**Members of:** Oslo Import- and Export-Agents' Assn., Norwegian Assn. of Agents.

**Sandvik Norge A/S**

**Addresses:** Olav Ingstads vei 22, Postboks 55, N 1351 Rud (Tel: 02 13 27 40. Telex: 16466. Cables: Sandvikstal); Damsgårdsveien 35, 7 et., N 5000 Bergen (Tel: 05 29 90 01. Telex: 42789).

**Scancoil A/S**

**Head office:** Box 8, N 3191 Horten. **Tel:** 033 43044. **Telex:** 21830 scoil n.

**Management:** Edv. Michelsen (director), K. Persen (chief clerk), J. E. Sveberg (chief engineer), K. Larsen (production chief). **Trading personnel:** Edv. Michelsen.

**Established:** 1969. **Capital:** Nkr 1,167,850.

**Activities:** Import/export.

**Products handled:** Steel sheets and coil.

**Schreiner A/S**

**Head office:** PO Box 434, N 3001 Drammen. **Tel:** 03 83 76 50, 03 83 01 01. **Telex:** 11 488 schr n.

**Management:** Jan Lockert (chairman), Jon Ivar Bunkholt (managing director), Bjørn Bergseth (executive sales director), Harald Isdahl (company secretary and financial manager). **Trading personnel:** Directors—Olav Kjell Sakrsgaard (non-ferrous material), Herman Skougaard (stainless steel), Finn Hodt (carbon steel), Jan Ekness (deputy, carbon steel). **Established:** 1823. **Capital:** Nkr 7 million. **Subsidiary & associates:** A/S Schreiner & Co, Sarpsborg, Norway; Jernmetal A/S, Postboks 1050, N 7001 Trondheim, Norway; Jernmetal A/S, N 6150 Ørsta, Norway; A/S Staal & Jern†, Harstad, Norway. Stockholders in steel, stainless steel and non-ferrous metals.

**Activities:** Import, import agency, stockholding.

**Products handled:** Carbon steel plates, rods and tubes; stainless steel plates, rods and tubes. Also non-ferrous metal plates, rods and tubes.

**Members of:** Fédération Internationale des Assns. de Négociants en Aciers, Tubes et Métaux (FIANATM); Assn. of Norwegian Steel Stockholders.

**H. Skavlan og Sønn A/S**

**Head office:** Skippergt. 33, Oslo 1. **Tel:** 33 15 94. **Telex:** 11317 skavl n. **Cables:** Skavl.

**Management:** Jan Skavlan (director), Klaus Eicke (manager). **Established:** 1952. **Capital:** Nkr 150,000. **Ownership:** Limited company owned by Skavlan family.

**Activities:** Import agency; no stocks carried.

**Products handled:** HR and CR steel products of all kinds, steel wire and wire rope.

**Companies represented on agency basis:** TradeArbed†, Luxembourg and TréfilArbed, Luxembourg (HR and CR steel products of all kinds, steel wire and wire rope). Market area covered: Norway.

**Members of:** Import og Eksportagenters Forening, Oslo (Jern- og Stålgruppen).

**SKF Stål A/S**

**Head office:** Postboks 337, Sentrum, Oslo 1. **Tel:** 02 41 19 40. **Telex:** 11249 skf n. **Cables:** Lager.

## NORWAY

**SKF Stål A/S** (*continued*)

**Management:** Halvor Haneborg (managing director). **Trading personnel:** Per Abrahamsen, Jon Børge Halvorsen, Morten Rustan. **Established:** 1980. **Capital:** Nkr 2 million. **Ownership:** SKF Steel, Sweden.

**Activities:** Import, stocks carried.

**Products handled:** Carbon and alloyed steel—bars, tubes, wire, rings; cast iron.

**A/S Smicris**

**Head office:** Kristinelundveien 6, Oslo (PO Box 3085, Elisenberg, Oslo 2). **Tel:** 02 56 38 80. **Telex:** 11153. **Cables:** Smicris.

**Management:** Thorstein Smith-Christensen Sr. (chairman), Erik Olai-Olssen (director), Jan Thorsteinsen (manager). **Established:** 1961. **Capital:** Nkr 100,000. **Ownership:** Private limited company. **Subsidiary & associates:** A/S Smistål, Th. Smith-Christensen†, Oslo (associated).

**Activities:** Import agency.

**Products handled:** Stainless and acid resisting steel products, HR and cold finished.

**Members of:** Oslo Import- and Export-Agents' Assn.

**A/S Smistål, Th. Smith-Christensen**

**Head office:** Kristinelundveien 6, Oslo (PO Box 3085 Elisenberg, Oslo 2). **Tel:** 02 56 38 80. **Telex:** 11153. **Cables:** Smistal.

**Management:** Thorstein Smith-Christensen Sr. (chairman), Erik Olai-Olssen (director), Jan Thorsteinsen (manager). **Established:** 1962. **Capital:** Nkr 500,000. **Ownership:** Private limited company. **Subsidiary & associates:** A/S Smicrist, Oslo (associated).

**Activities:** Import agency.

**Products handled:** HR and cold finished steel products, forgings, castings, propellers, chains.

**Members of:** Oslo Import- and Export-Agents' Assn.

**A/S E. A. Smith**

**Head office:** Munkegt. 39-41, PO Box 311, N 7001 Trondheim. **Tel:** 075 31000. **Telex:** 55048 jern n. **Cables:** Jern.

**Management:** P. C. Smith (managing director). **Trading personnel:** Directors—N. Aagaard (steel department), F. Walsø (building materials department), S. Remman (non-ferrous metals department). **Established:** 1869. **Capital:** Nkr 2 million. **Branches:** Ålesund, Kristiansund N., Steinkjer, Sandnessjøen, Bodø, Harstad and Tromsø.

**Activities:** Wholesale dealers, importers and partly exporters.

**Products handled:** Iron and steel. Also metals and building materials.

**Members of:** Stålforeningen, Assn. of Norwegian Steel Stockholders.

**A/S Spesialplater**—see Eiler Fleischer & Søn A/S**A/S Staal & Jern**

**Head office:** Havnegt. 11, PO Box 105, N 9401 Harstad. **Tel:** 082 63500. **Telex:** 64015 metal n. **Cables:** Metallor.

**Management:** Gunnar Didriksen (managing director), Brynjulf Olsen (financial manager). **Trading personnel:** Sales managers—P. G. Sæbø (steel, metals), G. Thoresen (tubes, pipes, sanitarries, etc.), T. Eriksen (building materials), G. Kristiansen (iron goods). **Established:** 1919. **Capital:** Share capital: Nkr 1,900,000. Total capital: Nkr 17,500,000. **Ownership:** Schreiner A/St, Norway. **Subsidiary & associates:** Schreiner A/St, Drammen; Schreiner A/S & Co, Sarpsborg; and Jernmetal A/S, Trondheim (all wholesalers in steel and metals).



**NORWAY****A/S Staal & Jern** (*continued*)

**Activities:** Stockholder in steel and metals, building materials, iron goods and tubes, pipes, sanitaris, etc. Both domestic and import products.

**Members of:** Norske Stålgrossisters Forening.

**Svensk Stål A/S**

**Head office:** Postboks 340, N 1301 Sandvika. **Tel:** 02 131650. **Telex:** 11735. **Cables:** Svenskstal.

**Management:** Hilmar Krohg (chairman); Martin Lundgren, Sweden (sales manager of the parent company, Svenskt Stål AB (SSAB), Sweden); Odd Staxrud (managing director). **Trading personnel:** Håkon Prestesæter (head, hot-dip galvanized and plastic coated building steel sheets department), Leif Anker Johansen (head, CR and galvanized strip and sheets department), Tom Grønli (head, HR industrial products department), Ingold Bekkelund (head, HR products for shipping and offshore industries department). **Established:** 1978. **Capital:** Nkr 1,200,000. **Ownership:** Wholly-owned subsidiary of Svenskt Stål AB (SSAB), Sweden (commercial steel producer). The former subsidiary companies of Stora Kopparberg, Grängesbergbolaget and Statsföretag—Stora Kopparberg Norge A/S, Scandia Plate A/S and Norrbotten Stål A/S respectively have been merged in Svenskt Stål A/S.

**Activities:** Importers mainly from the parent company. Also carries stocks of building sheets and equipment.

**Products handled:** Rolled products for the building, metalworking and shipbuilding industries; rails and railway track accessories; reinforcing steel and fabricated reinforcements; heavy plate in standard and special grades; HR strip, HR sheets and baling hoop; upgrading of rolled products by welding, sketch-cutting, shearing, blasting, painting, roll-forming and bending; profiled building sheets; hot-dip galvanized and plastic-coated steel sheets. Also anchor chains, roadmaking and building materials, lime and limestone, fertilisers, refractories, etc. Sales of know-how, turnkey facilities and consultative services. Consultative services in mineral processes. Covering the whole of Norway.

**Companies represented on agency basis:** Norrbottens-Järnverk AB (WJA), Sweden (Isolamin, steel faced panels for ship cabins).

**Thoresen & Thorvaldsen A/S**

**Head office:** Storgt. 51, Oslo 1. **Tel:** 02 20 76 30. **Telex:** 11124. **Cables:** Lancashire.

**Established:** 1907.

**Activities:** Importers of all types of steel. Also non-ferrous metals and metal associated building materials, etc.

**Members of:** Stålgrossistenes Forening.

**Uddeholm Stål A/S**

**Head office:** Stålfjæra 1, Post Box 85, Kaldbakken, Oslo 9. **Tel:** 25 65 10. **Telex:** 18473. **Cables:** Uddeholm.

**A/S Vestfold Jernlager**

**Head office:** Stensarmen, N 3100 Tønsberg. **Tel:** 033 15204. **Telex:** 21097. **Cables:** Vjern.

**Management:** Managers—Odd Lauritzen (general), Halvor Aas (office), Kaare Omtvedt (sales), Anders Haraldsen (economy), Robert Henry Holt (purchase).

**Established:** 1962. **Capital:** Nkr 280,000. **Subsidiary & associates:** Detaljern (shop selling finished and semi-finished products of steel, plastics and metals directly to consumers), R. Lauritsen A/S (mechanical workshop and fencing factory).

## NORWAY

**A/S Vestfold Jernlager** (continued)

**Activities:** Importing directly from works or through works' agents products of steel, plastics and metals. There is about 10,000 sq. m. stocking space at Tønsberg. Distribution by own trucks.

**Products handled:** All kinds of steel and metal products (flats, angles, squares, rounds, plates, beams, joists, channels, etc), corrugated building sheets from stock and works abroad. Speciality—reinforcing rounds cut and bent according to specifications from own workshop. Also plastics. Area covered: South East Norway.

**Companies represented on agency basis:** Sab-Profiel BV, Netherlands (corrugated steel sheets), covering Norway.

**Members of:** Norske Stålgrossisters Forening.

**Johan Vinje A/S**

**Head office:** PO Box 534, N 7001 Trondheim. **Tel:** 075 30540. **Telex:** 55080.

**Cables:** Jovito.

**Management:** Johan Vinje (managing director). **Trading personnel:** Managers—T. Hoolaas (marketing, co-ordinating activities sales/purchases), K. Larssen (purchasing), W. Ristan (sales ex-stock), D. Viken (reinforcing bars, cladding sheets), J. Eieland (hollow sections, technical projects). **Established:** 1942. **Capital:** Nkr 1,020,000.

**Ownership:** Family owned. **Branches:** Branch office and stocks in Tromsø, Norway.

**Activities:** Import and wholesalers (stocks).

**Products handled:** Merchant steel bars; bright steel (forged round bars); reinforcing bars; broad flanged beams, joists, channels; plates (St. 37·2, St. 52·3, shipbuilding quality, T-1A); sheets (CR, galvanized, coated); profiled sheets for roofing/cladding; hollow sections (cold formed profiles, tubes). Also metals.

**Members of:** Stålgrossistenes Forening.

# Pakistan

**Dadabhoy Corp**

**Head office:** Jehangir Kothari Building, M. A. Jinnah Road, PO Box 638, Karachi 0127. **Tel:** 218804, 218728, 211538. **Telex:** 23614 dbhy pk, 2694 meds pk.

**Cables:** Smart Karachi.

**Management:** Partners—Salim D. Dadabhoy, Medhmood H. Dadabhoy, Shakir E. Dadabhoy, Mohamed A. Dadabhoy. **Trading personnel:** Hussain Y. Dadabhoy, Dawood E. Dadabhoy, Salim D. Dadabhoy. **Established:** 1960. **Ownership:** Registered partnership. **Subsidiary & associates:** M. E. Dadabhoy & Sons (traders in steel and tinmill products, porcelain tableware, sanitary ware, dyes and chemicals, non-ferrous metals and general merchandise), Dadabhoy Silk Mills Ltd, Dadabhoy Ceramic Industries Ltd, Pakistan Aluminium & Industrial Works Ltd†, Primrose Trading Co†, Ikhlās Trading Co. **Branches:** X-1, S.I.T.E., Karachi.

**Activities:** Importers, stockists and distributors.

**Products handled:** Galvanized plain steel sheets and coils, galvanized corrugated steel sheets, CR close annealed steel sheets and coils, HR close annealed steel sheets and coils. Also aluminium ingots (commercial primary), aluminium sheets (half hard), stainless steel scrap.

**Members of:** Karachi Chamber of Commerce & Industry.

**Elegant Enterprises**

**Head office:** 603 Noor Estate, Sharea Faisal, Karachi 0816. **Tel:** 43 26 36, 43 74 07. **Telex:** Gentlemen.

**Management:** S. Subhan Bakhsh (proprietor). **Established:** 1973. **Capital:** Rs 550,000. **Branches:** Rawalpindi.

## PAKISTAN

**Elegant Enterprises** (*continued*)

**Activities:** Importers, exporters and commission agents.

**Products handled:** Iron and steel products—mild steel bars, sheets, angles, flats, beams; tubes; billets; carbon and high speed steel; chrome and stainless steel; pipe; wire; fasteners; chains; etc.

**Companies represented on agency basis:** H. Wernecke, West Germany (fasteners, etc.); Cheddar Valley Engineering, UK (fasteners, etc.).

**Erris Trading Corp**

**Head office:** 1/E State Life Building 4, Shahrah-e-Liaquat, PO Box 6031, Karachi 2. **Tel:** 22 55 28, 22 75 20. **Telex:** 24533 eris pk. **Cables:** Erristco Karachi.

**Management:** S. M. Yamin (chairman), Shakil Ahmed (vice chairman). **Trading personnel:** Shakil Ahmed and Sajid Ahmed Chandna (sales, Pakistan). **Established:** 1953. **Capital:** Rs 300,000. **Ownership:** Private partnership.

**Activities:** Indenting and importing.

**Products handled:** Iron and steel prime quality as well as secondaries and waste.

**Companies represented on agency basis:** Otto Wolff AG, West Germany; Norlantic Steel Export Corp, USA.

**Members of:** Karachi Chamber of Commerce & Industry.

**N. K. Gazder & Co**

**Head office:** 56 Katrak Parsi Colony, Karachi 3. **Tel:** 73394. **Cables:** Bubbles Karachi.

**Management:** N. K. Gazder (proprietor). **Trading personnel:** Shabbir Husain (manager), Miss M. N. Gazder (manager, operations), Karim A. Memon (assistant manager, operations), H. A. Siddiqui (assistant manager, transport). **Established:** 1947. **Ownership:** Proprietorship. **Subsidiary & associates:** Iron and steel indenting firm operating independently.

**Activities:** Import/export, manufacturer's representative.

**Products handled:** Iron and steel items and all types of plant and machinery including reconditioned.

**Companies represented on agency basis:** Republic Steel Corp, USA, covering Pakistan.

**Members of:** Karachi Chamber of Commerce & Industry, Iron & Steel Merchants Assn.

**Greaves Cotton & Co (Pakistan) Ltd**

**Head office:** Volkswagen House, Beaumont Road, PO Box 4908, Karachi 0404. **Tel:** 512576. **Telex:** 23815 grvs pk. **Cables:** Greaves.

**Management:** Mohammed Faruque (director), M. Idres Siddiqui (general manager, sales). **Trading personnel:** W. Khan (Islamabad region), K. M. Zafar (Wah Cantt. region), Ameer Ali (Karachi region), Abdul Sattar (Lahore region), Nayyar Zaman (Peshawar region). **Capital:** 20 lakhs. **Ownership:** Private limited. **Subsidiary & associates:** Greaves Carbon Products Ltd, Mirpurkhas Sugar Mills Ltd, Greaves Cotton Airconditioning Ltd, Greaves Power Engineering Ltd. **Branches:** 3 Sunder Das Road, Lahore (Tel: 62241-2. Telex: 4757 grvs pk); House 7, Street 30, F-7/1, Islamabad (Tel: 20804); Wahab Mansion, Arbab Road, PO Box 104, Peshawar (Tel: 74871); B-19 Lalazar Colony, Wah Cantt.

**Activities:** Importers and stockists.

**Products handled:** All iron and steel products. Also non-ferrous metals.

**Companies represented on agency basis:** TI (Export) Ltd†, UK; Edgar Allen Balfour Steels Ltd, UK.

**Members of:** Karachi Chamber of Commerce.

## Guest, Keen & Nettlefolds in Pakistan Ltd

**Head office:** Court View, M. A. Jinnah Road, PO Box 228, Karachi. **Tel:** 213752, 213307. **Telex:** 23881 gknpk pk. **Cables:** Nettlefolds Karachi.

**Management:** M. Karim (chairman), M. K. Hussain (general manager, marketing), A. I. Alvi (manager, agency division). **Trading personnel:** See management. **Established:** 1949. **Capital:** Rs 5,300,000. **Ownership:** Guest, Keen & Nettlefolds Ltd, UK (60%); local (40%). **Branches:** 5-A Shahdin Building, Shahrane-e-Quaid-e-Azam, PO Box 582, Lahore.

**Activities:** Import, stockholding and indenting.

**Products handled:** Steel sheets—CR, HR, galvanized (corrugated and plain), electrical; wire rods and shafting.

**Companies represented on agency basis:** GKN Group of companies, UK and overseas; Quality Steel Works Ltd, Pakistan.

**Members of:** Pakistan Iron & Steel Merchants' Assn.

## Haji Ahmad Bros.

**Head office:** 1/34-35 Al-Yusuf Chambers, Shahrah-e-Liaquat, New Challi, Karachi 1. **Tel:** 218771-2, 218778, 218723. **Telex:** 2731 hab pk, 24425 habro pk. **Cables:** Grainseed Karachi.

**Management:** Ahmad Dada (managing partner), Haroon Dada (partner). **Trading personnel:** Ahmad Dada, Haroon Dada (metals/exports), Hamza Dada (metals), A. U. Ismail. **Established:** 1950. **Capital:** Over Rs 5 million. **Ownership:** See management.

**Products handled:** Mild steel billets, pig iron, tinplate (prime and w/w), steel seconds. Also copper, primary aluminium and aluminium alloys, lead, zinc, mercury, metallurgical hard coke, steam coal, nickel, silver, oil seeds, edible oils, spices, etc.

**Companies represented on agency basis:** Including Primary Industries (UK) Ltd†, UK (mild steel billets); Primary Industries Trading SAT, Switzerland (pig iron).

**Members of:** Karachi Chamber of Commerce & Industry.

## I.G. Traders

**Head office:** 43 Musa Market, 3rd Floor, Shahrah-e-Liaquat, PO Box 5128, Karachi 2. **Tel:** 223102. **Telex:** 25344 ghani pk. **Cables:** Sponge.

**Management:** Chief executive—Iftikhar G. Vohra. Managers—T. B. Maggoon (general), J. A. Idrees (general), Sh. Hameedullah (field), Sh. Nasirullah (branch), Miss Yasmin (office). **Trading personnel:** R. K. Mian (sales representative), Sheikh Akram Khalil (area sales officer). **Established:** 1970. **Capital:** Rs 10,00,000. **Ownership:** Sole proprietorship. **Subsidiary & associates:** Nagina Cotton Mills Ltd (spinning mills), J & A Trade Entreprises (trading in chemicals and plastics). **Branches:** 25 Amin Market, Nishtar Road, Lahore; 3 Cheema Market, Faisalabad; Saddar Road, Peshawar.

**Activities:** Indentors and importers of all kinds of iron and steel.

**Products handled:** General purpose sheets, CR sheets, plates, stainless steel sheets, galvanized wire, seamless pipes, galvanized pipe fittings. Also chemicals and plastics for rubber, plastics and textile industries.

**Companies represented on agency basis:** China National Metals & Minerals Import & Export Corp†; and various trading companies in Japan.

**Members of:** Karachi Chamber of Commerce & Industry.

## International Commercial Enterprises

**Head office:** 9 Meco (Loha) Market, Landa Bazar, Lahore. **Tel:** 62417, 882855. **Cables:** Mushaqat Lahore.

**Management:** Manzoor Ahmad (managing partner), Mansoor Ahmad (partner).

**Trading personnel:** Manzoor Ahmad (in charge of imports), Mansoor Ahmad (in charge of indenting). **Established:** 1969. **Capital:** Rs 15,00,000. **Ownership:** Manzoor Ahmad.

**Activities:** Importers/indentors; stocks carried.



**PAKISTAN****International Commercial Enterprises** (continued)

**Products handled:** CR, HR, general purpose, stainless and electrical steel sheets; seconds; electrolytic tinplate waste waste. Also remeltable and re-rollable scrap steel; and aluminium, copper, brass and zinc scrap.

**Companies represented on agency basis:** None, but works closely with major steel companies in USA, Japan and Korea.

**Members of:** Pakistan Iron & Steel Traders Assn.

**Intex Engineering & Metals Ltd**

**Head office:** 5/48 Al-Yusuf Chambers, Shahrah-e-Liaquat, PO Box 163, Karachi. **Tel:** 218656, 215302, 214258. **Telex:** 24481 intex pk. **Cables:** Intexmet.

**Management:** Directors—Malik Ahmad Hussain (managing), Altaf Rashid Malik, Mrs. Anwar Begam. **Trading personnel:** Altaf Rashid Malik (complete range of iron and steel). **Established:** 1975. **Capital:** Rs 1 million. **Ownership:** Private. **Subsidiary & associates:** Batala Tradeways Ltd (customs clearing and forwarding agents).

**Activities:** Import and agency representation; stocks are also carried.

**Products handled:** Complete range of iron and steel products, with some emphasis on secondaries and re-rollable and re-meltable scrap.

**Companies represented on agency basis:** No exclusive arrangement, but have very strong trade links with many large companies around the world.

**Members of:** Karachi Chamber of Commerce & Industry.

**Karachi Mill Stores**

**Head office:** Akber Chambers, 11 Hassanali Effendi Road, Karachi 1. **Tel:** 213 465. **Cables:** Notable.

**Management:** Abdullahhai Mohammedali (managing partner), Hussainibhai Abdullahhai (partner), Taherali M. Vanak (general manager). **Trading personnel:** Hussainibhai Abdullahhai and Taherali M. Vanak (all Pakistan). **Established:** 1947.

**Capital:** Rs 100,00,000. **Subsidiary & associates:** S. Mohammed & Co Ltd, Karachi (manufacturer of collapsible tubes, containers, crown corks, and pilfer-proof caps).

**Branches:** 6 Wazir Mansion, Nicol Road, PO Box 5132, Karachi 2 (Tel: 230 349).

**Activities:** Importers, stockist and distributors.

**Products handled:** Alloy special steels. Also non-ferrous metals, tools and workshop equipment, cutting tools, hand tools, measuring tools, electrical and pneumatic tools, hardware, mill stores, etc.

**Members of:** Karachi Chamber of Commerce & Industry.

**Mitsubishi Corp**

**Address:** PO Box 3909, Karachi 4. **Tel:** 516030. **Telex:** 2617. **Cables:** Mitsubishi Karachi.

**Management:** K. Yanagihara (assistant general manager).

**Mitsui & Co Ltd**

**Addresses:** 1st Floor, Al-Haroon Building, 10 Garden Road, Karachi 3 (PO Box 7379, Karachi) (Tel: 78051-5. Telex: 2823, 2777. Cables: Mitsui Karachi). 49D-1, Gulberg 3, GPO Box 1151, Lahore (Tel: 81259, 81378-9. Telex: 4879. Cables: Mitbussan Lahore). House 112, Street 90, Sector G6/3, Islamabad (Tel: 28840, 28522. Cables: Mitsui Islamabad).

**Nichimen Co (Pakistan) Ltd**

**Addresses:** Dawood Centre, 7th Floor, Moulvi Tamizuddin Khan Road, Karachi 4 (Tel: 516026-9. Telex: 821. Cables: Nichimen Karachi). Al-Falah Building, Room 402, 4th Floor, Sharah-e-Quaid-e-Azam, Lahore (Tel: 68874. Cables: Nichimen Lahore).

## PAKISTAN

## Pakistan Aluminium & Industrial Works Ltd

**Head office:** Jehangir Kothari Building, M. A. Jinnah Road, PO Box 296, Karachi 1.  
**Tel:** 211538, 215742, 292638. **Telex:** 2694 meds pk, 23614 dbhy pk. **Cables:** Sheets Karachi, Leopard Karachi.

**Management:** Chairman—H. Y. Dadabhoy. Directors—E. E. Dadabhoy (managing, chief executive officer), S. D. Dadabhoy, S. E. Dadabhoy, A. A. Dadabhoy. **Trading personnel:** H. Y. Dadabhoy, D. E. Dadabhoy, S. D. Dadabhoy. **Established:** 1950. **Ownership:** Private limited company. **Subsidiary & associates:** M. E. Dadabhoy & Sons, Dadabhoy Corpt, and Primrose Trading Co† (traders in iron and steel); Dadabhoy Silk Mills Ltd (manmade fabrics and fibres and trading in dyes and chemicals); Dadabhoy Ceramic Industries Ltd (manufacturers of porcelain tableware); Farouk Impex Ltd (manufacturers of embroidery lace products); Ikhlas Trading Co (trading in dyes, chemicals and synthetic yarns).

**Activities:** Import/export.

**Products handled:** Import of sheets and coils (HR and CR close annealed, general purpose, galvanized and stainless). Also aluminium ingots and sheets, dyes and chemicals. Also exporters of 18/8 stainless steel scrap, and metal utensils (aluminium, stainless, enamelled).

**Members of:** Karachi Chamber of Commerce & Industry, Manghopir Site Assn. of Trade & Industry, Metalware Manufacturers Group.

## Pakistan Mubarak Iron & Industrial Syndicate Ltd

**Head office:** 3rd Floor, Rawalpiniwala Building, Marriot Road, Karachi. **Tel:** 239760. **Telex:** 2712 arfin. **Cables:** Steelbeams.

**Management:** Amiralī Burhani (managing director), Shabbir Burhani (director). **Established:** 1947. **Capital:** Authorised: Rs 2,500,000. Paid-up: Rs 1,450,000. **Ownership:** Private.

**Activities:** Import/export, agency and stockist.

**Products handled:** Imports—iron and steel and allied material, general purpose and galvanized steel sheets (all types), coloured sheets, galvanized and black wire, joists, channels, angles. Also export of canvas waterproof, ready made clothing, spices and oil seed, etc.

**Members of:** Karachi Chamber of Commerce & Industry.

## Primrose Trading Co

**Head office:** Jehangir Kothari Building, M. A. Jinnah Road, Near Denso Hall, Karachi 0127. **Tel:** 211538, 215742, 218804, 218728. **Telex:** 2694 meds pk, 23614 dbhy pk. **Cables:** Dasteel.

**Management:** H. Y. Dadabhoy, A. Y. Dadabhoy, D. E. Dadabhoy, Salim D. Dadabhoy, M. H. Dadabhoy, Shakir E. Dadabhoy. **Trading personnel:** D. E. Dadabhoy (managing), Haroon A. Dadabhoy (billing), Dawood Bhakrani (warehousing), Salim D. Dadabhoy (trading). **Established:** 1979. **Capital:** US\$10,000. **Ownership:** Partnership. **Subsidiary & associates:** M. E. Dadabhoy & Sons, Karachi; Dadabhoy Corpt, Karachi; Pakistan Aluminium & Industrial Works Ltd†, Karachi; Dadabhoy Ceramic Industries Ltd, Karachi; Dadabhoy Silk Mills Ltd, Karachi; Farouk Impex Ltd, Karachi; Ikhlas Trading Co, Karachi.

**Activities:** Import/export.

**Products handled:** Steel sheets, including CR close annealed and HR; channels and joists.

**Members of:** Karachi Chamber of Commerce & Industry.

## Raees Overseas Enterprises

**Head office:** 4th Floor, 406 UNI Towers, I. I. Chundrigar Road, PO Box 407, Karachi (city office address: Cloth Market Street, Reshamwala Market, Mithadar, Karachi 02). **Tel:** 225759, 211829. **Cables:** Raiscoimp Karachi.

## PAKISTAN

**Raees Overseas Enterprises** (continued)

**Management:** Partners—Mr. Raisuddin, Mr. Alauddin, Mrs. Kishwer Amin, Mr. Nafisuddin. **Established:** 1960. **Capital:** Rs 670,000. **Ownership:** See management. **Subsidiary & associates:** A. Alauddin Reshamwala Corp, Karachi (manufacturers of thread balls, laces, skeins, doublers and twisters of synthetic yarns); A. A. Amin Reshamwala Co, Karachi (importers and wholesalers of synthetic yarns, regenerated fibre yarns, cotton threads); Naim Impex Ltd, Karachi (importers of glass beads, paper boards and metallized plastic sheets and films).

**Activities:** Indenting agents, business on commission basis.

**Products handled:** Special steels—stainless steel, electric vacuum degassed high carbon and chrome steel, chrome-vanadium steel, high speed steel, tool steel, silver steel, plastic mould steel, and all other steels for special applications. Commercial steels (prime and secondaries)—mild steel, CR and HR close annealed, joists, galvanized plain and corrugated steel sheets and coils, steel wire for making welding electrodes, electrolytic tinplate, tinmill black plates, mild steel wire rods SAE 1008/1010, etc. Also non-ferrous metals, ferro-alloys, oxides, scrap, etc.

**Companies represented on agency basis:** Sole agent in Pakistan for 13 Japanese trading companies for commercial steels and secondaries.

**Members of:** Karachi Chamber of Commerce & Industry, Karachi Iron & Steel Importers' Assn.

**Rajabali & Sons**

**Head office:** Serai Road, PO Box 5979, Karachi 0202. **Tel:** 23 12 35, 22 54 04. **Telex:** 24599 rason pk. **Cables:** Ironmaster Karachi.

**Management:** Barkatali R. Agrawala (chief executive), Bahadur Ali Veerani (partner).

**Trading personnel:** See management. **Established:** 1921. **Ownership:** Registered partnership. **Subsidiary & associates:** Alba Industries, Karachi (manufacturers of shoe tacks, nails, etc.).

**Activities:** Importers, stockholders and indenting house.

**Products handled:** All iron and steel products (prime and seconds) such as CR sheets and coils, HR sheets and coils, plates, stainless sheets and coils, electrical sheets and coils, blackplate in sheets and coils, electrolytic tinplate in sheets and coils, galvanized sheets and coils, prepainted sheets and coils, wire rods, wire, joists, re-rollable steel and ferrous scrap. Also aluminium sheets and coils, ferro-alloys, welding and graphite electrodes, hand tools, etc.

**Companies represented on agency basis:** Sole agents in Pakistan for—Martin Miller GmbH, Austria (manufacturers of saw blades, industrial machine knives, etc.).

**Members of:** Pakistan Hardware Merchants' Assn.

**Razasa Associates Ltd**

**Head office:** 77 Farid Chambers, 6th Floor, Abdullah Haroon Road, PO Box 7853, Karachi 3. **Tel:** 516366. **Telex:** c/o 2826 hye pk. **Cables:** Razasas Karachi.

**Management:** K. M. Muneer (chairman), K. M. Rafi (managing director), K. M. Zaki (director), K. M. Sami (director), Mahmood Hussain (operative director), S. A. Badsha (manager). **Trading personnel:** Mahmood Hussain (Pakistan), S. A. Badsha (Karachi and government tenders). **Established:** 1971. **Capital:** Rs 100,000. **Ownership:** Private.

**Subsidiary & associates:** The chairman and directors are the managing director and directors of the Hyesons group of companies—Punjab Lamp Works Ltd (electric lamps), Hyesons Sugar Mills Ltd (refined sugar and industrial alcohol), Consolidated Sugar Mills Ltd (refined sugar), Consolidated Spinning & Textile Mills Ltd (cotton and polyester yarn), Hyesons Concrete Products Ltd (large diameter concrete pipes), Union Cold Storage Co Ltd (storage, fisheries and ice plant), Hyesons Electric Co Ltd (lamps and tubes), Tobacco International Ltd (cigarettes), Electric Lamps Manufacturers of Pakistan Ltd (lamps and tubes). **Branches:** Liaison offices at Lahore and Islamabad.

**Activities:** Import agency.

**Products handled:** All types of iron and steel and steel products. Also concast continuous casting machines.

## PAKISTAN

**Razasa Associates Ltd** (*continued*)

**Companies represented on agency basis:** British Steel Corp (Tubes) Export Ltd, UK; British Steel Corp (Export) Ltd, UK (strip mill products, plates, sections, stainless, billets, bars and rods, track products, forges, foundries and ring rolled products, railway materials). Market area covered: Pakistan.

**Members of:** Karachi Chamber of Commerce & Industry.

**J. B. Saeed & Co**

**Head office:** Marriot Road, Karachi 2. **Tel:** 231129, 233068, 223851, 225245. **Cables:** Nutbolt Karachi.

**Management:** Haji Fazal Ellahi Kushtiwala (chairman), Saeed A. Kushtiwala (partner), Ilyas A. Kushtiwala (partner). **Trading personnel:** Executives, imports—Khalid Shafi, Mansoor Fazal, Anwar Sultan and Akhtar Aftab. **Established:** 1933. **Ownership:** Registered partnership. **Subsidiary & associates:** Aluminium Co of Pakistan (Industries) Ltd (aluminium extruders and fabricators), Jabees Ltd (hoteliers), Jabees Playland (amusement business), Jabees Funland (amusement business), Kushtiwala Agricultural Farms.

**Activities:** Importers, exporters, agents, wholesalers, stockists, distributors.

**Products handled:** All iron and steel products. Also aluminium extrusions, non-ferrous metals, building hardware, fasteners and locks.

**Companies represented on agency basis:** Including Stelco Inc, Canada.

**Members of:** Karachi Chamber of Commerce & Industry, Pakistan Hardware Merchants' Assn.

**Sumitomo Corp**

**Addresses:** 1st Floor, Palace Cinema Building, Civil Lines, PO Box 3947, Karachi 4 (Tel: 515801-3. Telex: 2871 sumit pk. Cables: Sumitomo Karachi). 239-B Anand Road, Upper Mall, Lahore (Tel: 372679, 372167. Telex: 4760 sumit pk. Cables: Sumitomo Lahore). House 11, ST. 79, G-6/4, Islamabad (Tel: 24985, 24648. Telex: 5722 sumit pk. Cables: Sumitomo Islamabad).

**Thirdworld Trading Channels**

**Head office:** Room 7, Teer Andaz Market, 1 Bull Road, Lahore. **Tel:** 57025. **Cables:** Thirdworld.

**Management:** G. M. Hashmi (managing director), M. M. Tayyub (general manager), Quaiser Razzaq (marketing executive). **Trading personnel:** See management.

**Established:** 1970. **Capital:** Rs 10,00,000. **Subsidiary & associates:** Allied Business Corp, Jupiter International, Best Couple Enterprises. **Branches:** Karachi.

**Activities:** Importers of iron and steel products. Also manufacturers and exporters of hand knotted carpets.

**Members of:** Pakistan Iron & Steel Merchants Assn., Pakistan-UK Trade Assn., and Pakistan-USA Trade Assn., Federation of Pakistan Chambers of Commerce & Industry.

**Trade & Industries Corp**

**Head office:** 309 Mahboob Chambers, Victoria Road, PO Box 7153, Karachi. **Tel:** 510793. **Cables:** Activeness.

**Management:** Dawood Anwar (manager). **Trading personnel:** Mohd Sibtain (in charge of sales). **Established:** 1966. **Capital:** US\$45,000.

**Activities:** Importers. Indenting agents and trading on own account.

**Products handled:** Steel (sheets, plates, etc.). Also non-ferrous metals, chemicals, raw and synthetic rubber.

**Members of:** Karachi Chamber of Commerce & Industry.



# Panama

## C. Itoh & Co Ltd

**Address:** Edificio Dorchester, 2nd Floor, Via España 117, Panama (Apartado 9644, Panama 4). **Tel:** 64 5422. **Telex:** 368 955 citoh. **Cables:** Citoh Panama.

## Kanematsu-Gosho (Panama) SA

**Address:** Edif. Republic National Bank, 3 piso, Calle 51 y Colombia, Panama (Apartado 6-1694, El Dorado). **Tel:** 69 1955. **Telex:** 368990. **Cables:** Kanegold.

## Marubeni Central America SA

**Head office:** Edificio Comosa, Ave. Samuel Lewis, piso 8, Apartado 9675, Panama 4. **Tel:** 64 5035, 64 5247, 64 5684, 64 5572. **Telex:** 3480196, 3282225. **Cables:** Marubeni Panama.

**Branches:** 7a Ave. 1-20 Zona 4, Edificio Torre Café 5° Nivel, PO Box 2111, Guatemala City (Tel: 323882, 323863. Telex: 5219. Cables: Marubeni Guatemala); Edificio Numar, 3rd Floor, Calle Primera, Avenida Quinta, Apartado 10294, San José, Costa Rica (Tel: 21 44 03, 21 45 03. Telex: 2123. Cables: Marubeni Sanjosecostarica).

## Mitsubishi International SA

**Address:** PO Box 910, Panama 1. **Tel:** 64 3422. **Telex:** 368663. **Cables:** Mitsubishi Panama.

**Management:** E. Seki (presidente).

## Mitsui & Co (Panama) SA

**Address:** Edificio Banco de Boston, Via España y Calle Elvira Méndez, Panama, RP (Apartado 355, Panama 9A). **Tel:** 23 5125. **Telex:** 2075. **Cables:** Mitsui Panama.

## Mitsui & Co (Panama International) SA

**Address:** Edificio Banco de Boston, Via España y Calle Elvira Méndez, Panama, RP (Apartado 355, Panama 9A) Tel: 23 5125. Telex: 2075. Cables: Mitsui Panama. Also Representatives—Edificio Panamerican (4th Floor), 6a Avenida 11-43, Zona 1, Guatemala City, Guatemala (Apartado Postal 661, Guatemala, CA) (Tel: 25865, 82649. Telex: 5242. Cables: Mitsui Guatemala), 2da Avenida Sur Oeste, Entre el Palmar y Ceiba, Managua D.N., Nicaragua (Apartado Postal 3687, Managua) (Tel: 2 5241-2. Telex: 1219. Cables: Mitsui Managua Nicaragua).

## Nichimen International SA

**Address:** Avenida Samuel Lewis y Manuel Maria de Icaza, Edificio Comosa, 12 piso, Panama (PO Box 6 494, El Dorado). **Tel:** 64 7555. **Telex:** 2253. **Cables:** Nichimen Panama.

## Sumitomo Corp International SA

**Address:** First National City Bank Building, Room 405, Via España 124, Panama (Apartado 249, Panama 9A). **Tel:** 23 9816, 23 8835. **Telex:** TRT 2065 sumit pa, AACR 1059 sumit 3481059. **Cables:** Sumitomo Panama.

## PANAMA

**Vila Hermanos SA**

**Head office:** Ave. XI Juegos Centroamericanos y del Caribe, Urbanizacion Nuevo Hipodromo, Panama. **Tel:** 21 1111. **Telex:** ITT 3480032. RCA 328 2157. WUI 368631. **Cables:** Vilbros Panama.

**Management:** Norberto Calzada I. (general manager), Aurelio Vila J. (assistant manager). **Established:** 30 years (1980). **Capital:** Balboa 500,000. **Subsidiary & associates:** Redinpa SA (import and sales of pipes, electrical equipment, etc.), Instalaciones Electromecanicas SA (elevators, escalators, refractory materials), Segre SA (bookkeeping services).

**Activities:** Import/export agencies.

**Products handled:** Steel products. Also aluminium, industrial chemical products, medicines, veterinary products, paper, agricultural products, etc.

**Companies represented on agency basis:** Including Stelco Inc, Canada; The Kaiser Trading Corp, USA; Mitsubishi Corp†, Japan; Atlas Steels, Canada.

## Papua New Guinea

**C. Itoh & Co (Australia) Ltd Port Moresby Branch**—see under Australia

**Marubeni Papua New Guinea Pty Ltd**

**Head office:** 2nd Floor, Papua New Guinea Banking Corp Building, Granville, PO Box 377, Port Moresby. **Tel:** 211014. **Telex:** 22188. **Cables:** Marubeni Portmoresby.

**Mitsui & Co (Australia) Ltd Port Moresby Office**—see under Australia

**Nissho-Iwai Co (Aust.) Pty Ltd Port Moresby Branch**—see under Australia

**Sumitomo Australia Ltd Port Moresby Office**—see under Australia

## Peru

**Asoma del Peru SA**

**Head office:** Las Begonias 441, Of, 403, San Isidro, Lima 27. **Tel:** 41 3467. **Telex:** 2022 pe asope. **Cables:** Asope.

**Established:** 1979. **Ownership:** Asoma—The Lissauer Group.

**Activities:** General traders in steel, steel scrap, pig iron, ferrous and non-ferrous ores and concentrates, standard and high temperature alloys, major and minor metals, chemicals, etc.

**Products handled:** CR and HR steel coils, tinplate, reinforcing bars. Also steel scrap.

**Erlanger Lima**

**Head office:** Avenida Pardo 223, 13th Floor, Miraflores, Lima. **Tel:** 51 14 45 01 40, 51 14 45 03 90. **Telex:** 21121 pe erlanger.

For further details see Erlanger Commercial Corp SA, Switzerland.

## PERU

**Ferrunion SA**—see Thyssen Stahlunion GmbH, West Germany

**Mauricio Hochschild y Cia Ltda**

**Address:** Edificio Eldorado, Avenida Arequipa 2450, piso 10 Lince, Casilla 849, Lima.  
**Tel:** 409 000. **Telex:** 200 37, 253 70. **Cables:** Hochschild Lima.

**Marubeni Peru SA**

**Head office:** Las Begonias 441, 9° piso, San Isidro, Lima 27 (PO Box 4126, Lima 100). **Tel:** 403347. **Telex:** 20052. **Cables:** Marubeni Lima.

**Mitsubishi Peru SA**

**Address:** Paseo de la Republica 3101, 6 y 7 pisos, PO Box 5137, San Isidro, Lima.  
**Tel:** 40 9292. **Telex:** 20056. **Cables:** Mitsubishi Lima.  
**Management:** E. Sako (director).

**Mitsui del Peru SA**

**Address:** Avenida Central 717, 9° piso, San Isidro, Lima 27 (Apartado 4478, Lima).  
**Tel:** 40 1696. **Telex:** 25430. **Cables:** Mitsui Lima.

**Nichimen Co Ltd**

**Address:** Edificio Rosalia C. de Piedra, Avenida Tacna 359, Oficina 38, Apartado 3884, Lima. **Tel:** 28 4473, 28 1322. **Telex:** 25335. **Cables:** Nichimen Lima.

**Nissho-Iwai Co Ltd**

**Address:** Av. Larco 383, 7 piso, Apartado 4981, Miraflores, Lima. **Tel:** 458090.  
**Telex:** 25555 nisrock. **Cables:** Nisshoiwai Lima.

**Okura & Co Ltd**

**Address:** Avenida Tacna 359, Oficina 26, Lima. **Tel:** 272310. **Telex:** 25280. **Cables:** Okura Lima.

**Sandvik del Peru SA**

**Head office:** J. del Mar y Bernedo 1223, Chacra Ríos, Lima 1. **Tel:** 31 1177. **Cables:** Sandvik.

**Management:** Chr. Bertil Tydén (managing director), Juan Basay Laos (sales supervisor), Andrés Huerta (chief accountant). **Trading personnel:** Carlos Cadenillas (cemented carbide sales), Héctor Velando (steel sales), Carlos Pancich (saws and tools sales). **Established:** 1966. **Capital:** Soles 7,520,000. **Ownership:** Wholly-owned by Sandvik AB, Sweden.

**Tennant (Peru) SA**

**Head office:** Edif. El Ejecutivo Paseo de la Republica 3195, piso II, Apartado 458, San Isidro, Lima. **Tel:** 47 52 12, 40 72 47. **Telex:** 25217.

**Management:** Jorge A. Leon (managing director). **Established:** 1953. **Ownership:** C. Tennant Sons & Co of New York†, USA. **Subsidiary & associates:** Tennant Industrial SA, Lima.

## Toyo Menka Kaisha Ltd

**Address:** Edificio El Sol, Paseo de la Republica 3587, Oficina 902, San Isidro, Apartado 376, Lima. **Tel:** 41 3419-20, 41 3425. **Telex:** 20069 pu tomen. **Cables:** Toyomenka Lima.

# Philippines

## Asoma Trading Philippines Inc

**Head office:** 11th Floor, Metrobank Plaza, Buendia Avenue Extension, Makati, Metro Manila. **Tel:** 85 85 55, 85 91 55, 818 5006. **Telex:** Eastern 64361. **Cables:** Asomatrad.

**Established:** 1970. **Ownership:** Asoma—The Lissauer Group.

**Activities:** General traders in steel, steel scrap, pig iron, ferrous and non-ferrous ores and concentrates, standard and high temperature alloys, major and minor metals, chemicals, etc.

**Products handled:** Semi-finished steel, bars, structurals, flat rolled products, wire rods, wire products, tubulars.

## Burmetals Inc

**Head office:** 7th Floor, Corinthian Plaza, Paseo de Roxas, Makati, Metro Manila. **Tel:** 87 17 94, 86 87 91, 85 47 79, 87 69 57, 87 61 78. **Telex:** 22145 hof ph, 63751 burwil pn. **Cables:** Burwil Pn.

**Management:** Ulrich Hoffmann (general manager, Asia), Rudin A. Gonzales Jr. (assistant manager, Makati), Manuel G. Guidote (deputy manager, Quezon City), Emmanuel B. Moran Jr. (sales executive, Manila). **Trading personnel:** See management. **Established:** 1975. **Capital:** Pesos 200,000. **Ownership:** Filipino Corporation. **Subsidiary & associates:** Burwill & Co Philippines Inc (exporter of ferrous and non-ferrous metals). **Branches:** Burwill Trading Ltd†, Hong Kong.

**Activities:** Importer/exporter, business agent for ferrous and non-ferrous materials; stocks not carried.

**Products handled:** Billets; structural materials—bars, wire rods, etc.; HR and CR coils; stainless steel. Also chemicals, etc.

**Companies represented on agency basis:** Export of HR and CR coils to London from National Steel Corp (NSC) in co-operation with Harlow & Jones Ltd†, London.

## East Indies Mercantile Co Inc

**Head office:** R 521 Bank of P.I. Building, Plaza Cervantes, PO Box 4569, Manila. **Tel:** 40 27 46, 49 58 04. **Telex:** 722 27436, 722 27577. **Cables:** Eastindies.

**Management:** Angel Ong (president), Philip Ong (vice president), Tan Giok Siam (treasurer). **Trading personnel:** Managers—Angel Ong (iron and steel department), Philip Ong (hardware department), Mariano Ong (non-ferrous department), Saxon Tan (machinery department). **Established:** 1966. **Capital:** Pesos 2 million. **Ownership:** Family owned. **Subsidiary & associates:** Spandex Marketing Corp (lubricating oil), Pentagon Steel Corp (manufacturer of steel wire nails).

**Activities:** Indentor of steel and metal products; importer of machinery and synthetic resins.

**Products handled:** HR bars and shape products; HR coils, plates, CR sheets, coils, strip, etc.; galvanized sheets and coils; wire rods, wire mesh, etc.; tubular products; stainless and special steels.

**Companies represented on agency basis:** Including Hanwa Co Ltd (all kinds of steel products); Kyosei & Co Ltd (pipes); Ets. Cigrang Frères SA†, Belgium (all kinds of steel products). Market area covered: Greater Manila.



## PHILIPPINES

**Erlanger Commercial Corp SA**

**Head office:** Asia/Pacific Regional Headquarters, Asian Reinsurance Building, Salcedo & Gamboa Streets, Legaspi Village, Makati, Metro Manila. **Tel:** 63 2 86 61 04, 63 2 85 34 72. **Telex:** 22500 erl ph, 23127 erl ph.

For further details see Erlanger Commercial Corp SA, Switzerland.

**C. Itoh & Co Ltd**

**Address:** Ba-Lepanto Building, 16th Floor, 8749 Paseo de Roxas Ave., Makati, Metro Manila (PO Box 7583, Airmail Distribution Center, M.I.A. Pasay City, Metro Manila) (for mail use PO Box address only). **Tel:** 87 40 31. **Telex:** RCA 722 22269 cit ph. **Cables:** Citoh Manila.

**Itoman & Co Ltd**

**Address:** 5th Floor, Araza Building, 8735 Paseo de Roxas, PO Box 2949, Makati, Rizal. **Tel:** 87 8725, 87 2155, 89 4832. **Telex:** 752 2430.

**Kanematsu-Gosho Ltd**

**Address:** 10th Floor, G. E. Antonio Building, T. M. Kalaw St., Ermita, PO Box 3512, Manila. **Tel:** 50 06 86-9, 50 06 80. **Telex:** RCA 7222261, ETPI 3482. **Cables:** Kanegold.

**Kawasho Corp**

**Address:** 11th Floor Filcapital Building, Ayala Avenue, Makati, Metro Manila. **Tel:** 86 62 25, 89 91 45. **Telex:** 2437 ktc ph. **Cables:** Kawasho Manila.

**Kawatetsu Bussan Co Ltd**

**Address:** 14th Floor, Citibank Center Building, 8741 Paseo de Roxas, Makati, Metro Manila. **Tel:** 88 56 07, 87 27 92. **Telex:** 2175, 5061. **Cables:** Yamatei Manila.

**Ker & Co Ltd**

**Head office:** Ker Building, Conde de Gamazo, Romualdez Street, PO Box 312, Manila. **Tel:** 57 50 61. **Telex:** 63221 (Cable & Wireless), 0163 (ITT). **Cables:** Ker Manila.

**Management:** D. G. Price (president), F. A. Janes (vice president), G. B. Gabriel (secretary and treasurer), V. D. Abad Santos, A. Donald, J. P. Zialcita, R. B. Seña.

**Trading personnel:** Department managers—D. G. Price (steel and non-ferrous metals), F. A. Janes (hemp (Abaca) export), V. D. Abad Santos (thread and textiles), A. Donald (chemicals and foodstuff), R. B. Seña (non-life insurance). **Established:** 1827.

**Capital:** Pesos 12 million (paid-up). **Ownership:** Mainly British and Filipino.

**Subsidiary & associates:** Ker Insurance Brokers Inc (non-life insurance broking), Philippine British Assurance Co Inc (non-life insurance insurer). **Branches:** Philippines—PO Box 141, Cebu City; PO Box 134, Davao City; PO Box 292, Iloilo City; PO Box 245, Bacolod City.

**Activities:** Import/export; import agency; manufacturers' representatives; wholesalers, stocks carried; non-life insurance company managers.

**Products handled:** Semi-finished and structural steel; pig iron. Also non-ferrous metals, hardware, thread and synthetic fibres, industrial chemicals, foodstuff and Manila hemp (Abaca).

**Companies represented on agency basis:** BHP—The Broken Hill Pty Co Ltd, Australia (iron and carbon steel products); Comsteel—Commonwealth Steel Co Ltd, Australia (alloy and special steels); Australian Wire Industries Pty Ltd, Australia (steel wire products); and British Steel Corp (BSC), UK (steel tubes, tubular products and fittings); all held exclusively for the Philippines.

## Marubeni Corp

**Address:** 4th Floor, Femii Building, Aduana Street, PO Box 3159, Manila. **Tel:** 491241. **Telex:** 7420165, 7227358. **Cables:** Marubeni Manila.

## McJufelen International

**Head office:** Room 419, Natividad Building, T. Pinpin, Cor. Escolta, Metro Manila. **Tel:** 49 10 11, 49 19 86. **Telex:** 41033 fmc pm. **Cables:** Zenny Manila.

**Management:** Bert M. Castillo (general manager). **Established:** 1973. **Capital:** Pesos 120,000. **Ownership:** Single proprietorship.

**Activities:** Agency, export/import, customs brokerage.

**Products handled:** Steel and steel products. Also construction materials, hardware and tools, light machinery, electrical and electronics.

**Companies represented on agency basis:** Including Arbed SA, Luxembourg.

## Mitsubishi Corp

**Address:** Makati Commercial Center, PO Box 7492, Air Mail Exchange Office, Manila International Airport 3120. **Tel:** 88 65 46. **Telex:** 45079. **Cables:** Mitsubishi Manila.

**Management:** K. Sawa (manager).

## Mitsui & Co Ltd

**Addresses:** 17th Floor, Citibank Center Building, 8741 Paseo de Roxas Avenue, Makati, Rizal (PO Box 2960, Manila) (Tel: 89 24 61-8, 89 97 61-2. Telex: 752 2165. Cables: Mitsui Manila). 733 Molave Street, Matina, Davao City (PO Box 2960, Manila) (Tel: 7 44 65. Telex: 8217. Cables: Mitsui Davao City). Room 5-6, Virgen Sang Barangay Building, Lacison Street, Bacolod City, Negros Occidental (PO Box 2960, Manila) (Tel: 2 46 14, 2 47 47. Telex: 5573. Cables: Mitsui Bacolod).

## Nichimen Co Ltd

**Address:** China Banking Building, 6th Floor, Paseo de Roxas, PO Box 3168, Makati, Rizal. **Tel:** 888751-8. **Telex:** ITT 7425062. RCA 7222064. **Cables:** Nichimen Manila.

## Nissho-Iwai Co Ltd

**Address:** 3rd Floor, Equitable Bank Building, Corner Paseo de Roxas and Buendia Avenue Extension, Makati, Rizal. **Tel:** 02 89 46 16, 02 89 24 91-5, 02 87 45 61-2. **Telex:** RCA 7222169 nis ph. **Cables:** Nisshoiwai Manila.

## Nomura Trading Co Ltd

**Address:** 7th Floor, Ramon Magsaysay Center, 1680 Roxas Boulevard, PO Box 2987, Malate, Manila. **Tel:** 59 46 51, 57 15 86, 57 11 91. **Telex:** 3370 nomura pn. **Cables:** Shinorep Manila.

## NSC Trading Corp

**Head office:** Goodland Building, Buendia Avenue Extension, Makati, Metro Manila. **Tel:** 89 70 61-79. **Telex:** RCA 22524 ism ph. ITT 40173 iismi pm. Eastern 63901 natst pn. **Cables:** Natsteel.

**Management:** Eduardo J. Rodriguez (president), José S. Robles (vice president, marketing), Jesus R. Tabora (manager, export department), Edward E. Lindenberg (manager, consumer exports). **Trading personnel:** Steel and allied products—Nory Goco (steel products specialist), Jojo Sanchez (steel products), Zus Tayaban (steel

## PHILIPPINES

### NSC Trading Corp (*continued*)

products), Mike Echevarria (construction materials for Australia, New Zealand, Pacific Islands), Ric Barcelona (industrial products for Taiwan and Hong Kong), Rod David (pipes and tubes), Jovy Malonzo (industrial and construction products, USA), Leo G. Domantay (officer-in-charge for Bangkok representative office). **Established:** 1976.

**Capital:** Pesos 15 million. **Ownership:** National Steel Corp. **Subsidiary & associates:** Associated—Pasig Steel Corp (owns and operates a cold mill—produces mainly tin mill black plate), NSC/KE Inc (NSC's joint-project venture with Kaiser Engineers Inc—offers consulting, construction-management and programme-management services to basic-resource and capital-intensive industries), NSC Shipping Corp, Natstell Shipping Corp, Iligan Shipping Corp. **Branches:** Representative office—Room 104, 10th Floor, Chockchai Building, 690 Sukhumvit Road, Bangkok, Thailand.

**Activities:** Export trader.

**Products handled:** Flat steel products—HR coils, sheets and skelp, plates, CR coils and sheets; pipes and tubes—welded carbon steel pipe, black and hot-dipped zinc-coated welded pipe; forgings and castings. Also LPG gas cylinders; LPG tanker vessels; barges and vessels; rope and cordage; hand tools; mosaics, ceramic and marble tiles; chinaware, etc.; stainless steel cutlery; Rattan furniture; leather goods; and food.

**Companies represented on agency basis:** National Steel Corp, Philippines (flat steel products, plates, HR and CR sheets and coils).

### Okura & Co Ltd

**Address:** Room 403, Pacific Banking Corp Building, 6776 Ayala Ave., Makati, Metro Manila. **Tel:** 850280, 868737. **Telex:** 7522691.

### Reliance Commodities Inc

**Head office:** 161 9th Street, 10th Avenue, East Grace Park, Caloocan City, Metro Manila (PO Box 2101, Manila). **Tel:** 35 10 81-4. **Telex:** 27456. **Cables:** Reliamerco Manila.

**Management:** Samuel Chuason (president and general manager), Loo Zun Chua (assistant general manager, sales), Joseph Chuason (assistant vice president, sales and shipping), Andrew Chuason (assistant vice president, import), Uy Po Kim (treasurer).

**Trading personnel:** Samuel Chuason (stainless steel sheets, plates, pipes, tubes, etc.; pig iron (basic, foundry and nodular); lead, zinc, tin, antimony, molybdenum, nickel, etc.; ferro-alloys), Loo Zun Chua (non-ferrous metal semis—copper and brass sheets, plates, strip, tubes, pipes, etc.; zinc sheets, plates; aluminium sheets, plates, tubes, etc.; lead sheets, pipes, tubes, etc.; lead, zinc and aluminium oxide; etc.). **Established:** 1956 (incorporated 1966). **Capital:** Pesos 10 million. **Ownership:** 100% Filipino capital.

**Subsidiary & associates:** Associated Mining Corp (mining manganese, chrome, silica quartz), Capital Commodities Co (metal traders), Ferro Chemicals Inc (ferro-alloys producer), First Metal Specialists Inc (lead smelters, refiners, manufacturers), Quadrant Trading Co (manufacturers' representatives), Recom Realty Corp (real estate developments). **Branches:** Port Area office/warehouse (Tel: 47 28 72); Associated Mining Corp, Barrio San Antonio, Cabadbaran, Agusan del Norte (field office).

**Activities:** Representation of overseas producers; indent.

**Products handled:** Stainless steel sheets, plates, tubes, pipes, bars, wire; foundry pig iron. Also wide range of non-ferrous metals, refractory products, ferro-alloys, chemicals, crucibles, coke, etc.

**Members of:** Philippine Iron & Steel Institute, Philippine Foundry Society, Philippine Assn. of Battery Manufacturers.

### Sandvik Philippines Inc

**Head office:** Ground Floor, CMS Building, Pasong Tamo Extension, Makati, Metro Manila. **Tel:** 88 84 06-9. **Telex:** 63666 sandvik pn. **Cables:** Sandvikman.

**Management:** Peter Grove (managing director), Luis Miciano (steel division manager), Antonio Acosta (steel sales manager). **Trading personnel:** Emmanuel J. Garcia

## PHILIPPINES

**Sandvik Philippines Inc** *(continued)*

(correspondence and quotations), Teodulo San Juan (order section, stock control).

**Established:** 1965. **Ownership:** Subsidiary of Sandvik AB, Sweden.

**Activities:** Import of steel products, sales ex-stock as well as on indent (direct shipment to customers).

**Products handled:** Emphasis is on special alloys applications, especially stainless steel and nickel alloys covering the process, power and mechanical industries. Welding wire (stainless and nickel grades in particular) is actively promoted.

**Companies represented on agency basis:** Sandvik products form the greater part of sales programme followed by—Avesta Jernverks AB, Sweden (stainless steel plates, tubes); Fagersta AB, Sweden (high speed steel); Lesjöfors AB, Sweden (high carbon wire); Okaya & Co Ltd†, Japan (stainless steel products); Seikoh Co Ltd (stainless steel products); and others.

**Sumitomo Corp**

**Address:** 8th Floor, Bank of the Philippine Islands Building, Corner Ayala Ave. and Herrera Street, PO Box 1154, Makati, Metro Manila. **Tel:** 88 75 81-5, 88 28 34.

**Telex:** ITT 45160 sumitomo pm. **Cables:** Sumitomo Manila.

**Toyo Menka Kaisha Ltd**

**Address:** 5th Floor, Sarmiento Building, 6782 Ayala Avenue, PO Box 244, Makati, Metro Manila. **Tel:** 88 89 86-9. **Telex:** 7425101 toyomen pm. **Cables:** Toyomenka Manila.

**F. E. Zuellig (M) Inc**

**Head office:** Zuellig Building, Buendia Avenue, Makati, Metro Manila 3116. **Tel:** 885311. **Telex:** 22104 fez ph, 5026 zuellig pm, 63522 zuelig pn. **Cables:** Fezlimited Manila.

**Management:** Max Steiger (general manager), Jurg Weber (division manager, indent/trading division), Efrén Lucas (industrial manager, industrial department and indent division). **Trading personnel:** Efrén S. Lucas (industrial manager).

**Established:** 1921.

**Activities:** Import/export manufacturers' agent.

**Products handled:** Ferrous and non-ferrous metals.

**Companies represented on agency basis:** Including Okaya & Co Ltd†, Japan; Coutinho, Caro & Co.

# Poland

**Mitsubishi Corp**

**Address:** Rensjonat Zgoda, Ul Szpitalna 6, 00 031 Warsaw. **Tel:** 27 84 21. **Telex:** 814319. **Cables:** Mitsubishi Warsaw.

**Management:** T. Matsumoto (general manager).

**Poliglob SA, Commercial Agency**

**Head office:** Stawki 2, PO Box 40, 00 950 Warsaw. **Tel:** 397054, 399932. **Telex:** 813557 glob pl. **Cables:** Poliglob Warsaw.

**Management:** Tadeusz Grzybowski (general manager), Bronisław Piasecki (deputy general manager), Stanisław Zmijewski (financial director, main accountant). **Trading personnel:** Mr. Wittek (field office, Ul. Moniuszki, Katowice). **Established:** 1959.



**POLAND****Poliglob SA, Commercial Agency** (*continued*)

**Ownership:** Polish State. **Branches:** Lodz and Gdansk as well as Katowice.

**Activities:** Import, export, import/export agency.

**Products handled:** Steel products, machinery, chemicals, etc.

**Companies represented on agency basis:** Mannesmann AG, West Germany; Thyssen AG, West Germany; VEW —Vereinigte Edlstahlwerke AG, Austria; Rheinstahl AG; Krupp Stahl AG, West Germany; Stora Kopparbergs Bergslags AB, Sweden; Siderexport.

**Siderexport**—see Siderexport SpA, Italy

**Stalexport Foreign Trade Enterprise**

**Head office:** Plebiscytowa 36, 40 922 Katowice. **Tel:** 512 211 19, 513 221 24.

**Telex:** 0312361, 0312484. **Cables:** Stex Katowice.

**Management:** Kazimierz Kleszczński (managing director), Janusz Zięba (commercial director), Ryszard Koloch (marketing and economic director). **Established:** 1951.

**Capital:** State-owned. **Branches:** Królewska 27, Warsaw and Gdańsk, Nowy Port, Poland; Marchlewskiego 9, Moscow, USSR; Václavské Náměstí 49, Prague and Fifejdy II, 2875 bl 22Ab. 14, Ostrava, Czechoslovakia; Brace Nedica 10, Belgrade, Yugoslavia; Bd. Aviatorilor 24, Bucharest, Rumania; Warschauerstrasse 6, Berlin, East Germany.

**Products handled:** Import—rolled steel products, steel tubes, high quality steel, CR strip, tinplate, draw and peeled steel bars; iron, manganese, chrome and other ores; ferro-alloys. Export—medium and heavy sections, wire rods, HR hoop, heavy and medium plates, ship plates, coated sheets, rails and railway track accessories, high quality steel, carbon and low alloy steel.

**Sumitomo Corp**

**Address:** Ul. Stawki 2, P. 29, PO Box 301, 00 193 Warsaw. **Tel:** 39 86 94, 39 90 43, 39 79 32. **Telex:** 813651 sumit pl. **Cables:** Sumitomo Warsaw.

**Szwedzkie Biuro Techniczne**

**Head office:** Nowy Swiat 42, 00 363 Warsaw. **Tel:** 26 34 41. **Telex:** 813601. **Cables:** Szedtech.

**Management:** A. Jankowski (managing director). **Trading personnel:** W. Kurkzmark (steel sales manager).

**Universal, Foreign Trade Enterprise**

**Head office:** Aleje Jerozolimskie 44, Warsaw (PO Box 370, 00 950 Warsaw). **Tel:** 26 74 41. **Telex:** 814 431. **Cables:** Univer Warsaw.

**Management:** Director—W. Zebrowski. Department managers—B. Borowska (wire ropes, wire, barbed wire), W. Brzozowski (bolts and nuts), B. Chrostowski (nails).

**Trading personnel:** K. Wojda (nails, sales), H. Postowicz (nails, sales and purchase), F. Turek (bolts and nuts, sales), M. Staśkiewicz (low carbon wire, barbed wire, sales), M. Faldyga (rope wire and wire ropes, sales). **Established:** 1959. **Ownership:** State-owned.

**Activities:** Sole exporter and importer of products given below.

**Products handled:** Steel wire, nails, wire ropes, bolts and nuts. Areas covered: USA, Canada, European Economic Community, Africa, Middle and Far East, Latin America.

**Companies represented on agency basis:** Polish producers.

# Portugal

## Adal Ltda

**Head office:** Largo da Lavandeira 39, Oliveira do Douro, P 4400 V. N. Gaia. **Tel:** 393889. **Telex:** 22367 adal.

**Established:** 1969. **Capital:** Esc 1 million. **Ownership:** Private.

**Activities:** Import.

**Products handled:** Steels and metals.

**Andrés & Cia Ltda**—see Thyssen Stahlunion GmbH, West Germany

## A. Black Comércio e Indústria Sarl

**Head office:** Rua da Boavista 28-32, P 1293 Lisbon Codex. **Tel:** 328067. **Telex:** 14139 black p. **Cables:** Blacklead.

**Management:** Alexander Black (chairman), George H. J. Black (director), Carlos F. C. Black (director). **Trading personnel:** Luiz Fernandes, Oporto (northern Portugal); António Abreu, Lisbon (central and southern Portugal). **Established:** 1846. **Capital:** Esc 70 million. **Ownership:** Public company. **Branches:** Rua da Constituição 2351-D/2375, Oporto (steels, foundry products, electroplating, abrasives); Marinha Grande (steels, refractory products, abrasives).

**Activities:** Import/export; stocks carried of all products where offices are located.

**Products handled:** Steel products. Also cutting tools, electric portable tools, electroplating materials, foundry products, motor control and switch gear, abrasives (powder and grinding wheels), diamond products, carbon brushes, refractories. Area covered: The whole of Portugal both in distribution and in sales.

**Companies represented on agency basis:** Osborn Steels Ltd, UK; VEW—Vereinigte Edelstahlwerke AG, Austria; Astilleros Españoles SA (Aesa), Spain.

**Members of:** Associação Portuguesa dos Armazenistas e Importadores de Aços, Tubos e Metais; Fédération Internationale des Assns. de Négociants en Acier, Tubes et Métaux.

## Alberto Maria Bravo & Filhos

**Head office:** Praça de Londres 3-3-dto, P 1000 Lisbon. **Tel:** 888145. **Telex:** 12295 bebra p. **Cables:** Bebra Lisbon.

**Management:** João Maria Bravo (managing partner), Antonio Feio Bravo (managing partner), Rui Martins (general director). **Trading personnel:** Steel department—Rui Martins, Mr. Ferreira, Mrs. Nunes, João Bravo Jr. **Established:** 1843. **Capital:** Esc 5 million. **Ownership:** João Maria Bravo and Antonio Feio Bravo. **Subsidiary & associates:** Comate, Lisbon (heavy machinery (cranes, bulldozers), respective services); Sodarca, Lisbon (import and commerce of sporting arms); Soavia, Luanda, Angola (aviation and electronics, manufacturer's representative).

**Activities:** Agents. No stocks.

**Products handled:** All types of steel products from Arbed—HR coils, merchant bars, profiles, wire rods, sheet piling, rails, wire, tube strip, HR and CR rolled sheets, galvanized sheets, etc.

## A. A. Cálem & Filho Ltda

**Head office:** 7 Rua da Reboleira, P 4000 Oporto. **Tel:** 24867-9. **Telex:** 22447. **Cables:** Calemfo.

**Management:** Joaquim Manuel Pacheco de Oliveira Cálem (managing director). **Trading personnel:** João Araujo (manager, steel divisions), Armando Malta da Silva (manager, Lisbon). **Established:** 1859. **Capital:** Esc 40 million. **Ownership:** Cálem

**PORTUGAL****A. A. Cálem & Filho Lda** *(continued)*

family. **Subsidiary & associates:** General Motors (Oporto dealer), M. C. da Costa Oliveira Lda (port wine shippers). **Branches:** Rua Capitão Leitão 58, P 1900 Lisbon.

**Activities:** Steel importers. Also port wine producers and exporters.

**Products handled:** High speed steels, tool steels, engineering steels, stainless steels, spring steels, mechanical tubing. Area covered: Portugal.

**Companies represented on agency basis:** SKF Steel, Sweden (mechanical tubing and engineering steels); VEW—Vereinigte Edeltahlwerke AG, Austria (high speed steels, tool steels, engineering steels, spring steels).

**Members of:** Associação Portuguesa dos Armazenistas Importadores de Aços, Tubos e Metais.

**The Engineering Co of Portugal Lda**

**Head office:** Rua de São Sebastião da Pedreira 122, P 1000 Lisbon. **Tel:** 536851, 563650. **Telex:** 12325 fincol p. **Cables:** Stilwell Lisbon.

**Management:** M. W. Stilwell and J. B. Stilwell (directors). **Trading personnel:** Paulo Simões de Almeida and Claudino Cardoso (sales). **Established:** 1920. **Capital:** Esc 16,000. **Ownership:** Private. **Branches:** Rua do Rosário 104, 2º Esq., P 4000 Oporto.

**Activities:** Import/export agency; small stocks to meet urgent demands only.

**Products handled:** Firth Brown Ltd, UK—rolls and special steels; Stanton & Staveley (Exports) Ltd—pipes; TI (Export) Ltd†, UK—all products except stainless steel tubes.

**Companies represented on agency basis:** See above.

**João Guedes Lda**

**Head office:** Avenida Fernão de Magalhães 535-7, P 4300 Porto. **Tel:** 556220, 53117, 557729, 556743. **Telex:** 22210 joguel p. **Cables:** Forguedes Porto.

**Established:** 1922 (re-formed 1951). **Capital:** Esc 10,000. **Ownership:** Private and independent.

**Activities:** Import, agencies.

**Products handled:** Steel products and metals. Main areas covered: All Portugal and former overseas provinces.

**A. Johnson & Co (Portugal) Lda**

**Head office:** Praça José Fontana 11-1º, Lisbon. **Tel:** 537015-9. **Telex:** 12865 ajco portugal. **Cables:** Johnsons.

**Management:** Managers—G. Baptista Ramires (general), J. Cerqueira Lopes (deputy general), Bertil Sandberg (economic), J. Gomes de Sousa (finance). **Trading personnel:** J. Sousa Martins (manager, stainless steel department). **Established:** 1959.

**Capital:** Esc 5 million. **Ownership:** Member of the Axel Johnson group. **Branches:** Rua António Granjo 166, Porto (Tel: 557624).

**Activities:** Imports, stocks carried.

**Products handled:** Stainless steel sheets, plates, tubes (seamless and welded), valves, fittings, welding electrodes and wire, strip, screws and nuts.

**Companies represented on agency basis:** Avesta Jernverks AB, Sweden (stainless steel products); Bulten-Kanthal, Sweden (stainless steel screws and nuts); TI Stainless Tubes, UK (stainless steel seamless tubes); Johnson Tube (stainless steel welded tubes); Acerinox—Cia Española para la Fabricación de Acero Inoxidable SA, Spain (stainless steel sheets, plates and strip).

**Cia Hanseática Lohmann & Co Lda**

**Head office:** Av. 5 de Outubro 75 6º, P 1000 Lisbon (PO Box 1971, P 1006 Lisbon Codex). **Tel:** 578505. **Telex:** 12583 chl p. **Cables:** Hanseata Lisbon.

**Management:** Karl F. Wagner and Hans H. Volkmann (managing directors). **Trading personnel:** Jorge Rodrigues and Manuel C. Figueiredo (managers, steel department).

## PORTUGAL

**Cia Hanseática Lohmann & Co Lda** (*continued*)

**Established:** 1943. **Capital:** Esc 5 million. **Ownership:** Produktenhandel und Investierungs-Anstalt, Liechtenstein (81%). **Subsidiary & associates:** Est. Manuel Ferreira Lda, Lisbon and Oporto (importers and wholesalers, aluminium sections, hardware).

**Activities:** Import agency, no stocks.

**Products handled:** Rolled, drawn, forged and cast steel. Also non-ferrous semis.

**Santos Mendonça Ltda**

**Head office:** Rua da Boa Vista 83 2°, P 1200 Lisbon. **Tel:** 66 31 54, 66 31 55, 66 24 79. **Telex:** 12839 tosmen p. **Cables:** Tosmen Lisbon.

**Management:** General management—Mrs. Maude Taylor Santos Mendonça, Francisco Xavier Fonseca de Mendonça, Victor Mário Guedes Santos Mendonça, Joaquim da Silva Bessa. **Trading personnel:** Central and southern Portugal—Octavio Ferreira Gomes (ferrous and non-ferrous metals), J. M. Alves Catita (stainless steels), Fernando Sequeira (chemical products), Manuel A. de Sousa (railway material).

**Established:** 1922. **Capital:** Esc 14,900,000. **Subsidiary & associates:** M. Nunes D'Almeida Ltda, Lisbon (stockists, importers and re-sellers of non-ferrous metals).

**Branches:** Oporto branch, which covers the whole northern region of Portugal—Rua Sá da Bandeira 605, P 4000 Oporto (Tel: 24008, 28527. Telex: 22736 field p. Cables: Field Oporto. Manager: Joaquim da Silva Bessa).

**Activities:** Agents, distributors, importers and stockists covering the whole of Portugal.

**Products handled:** Stainless and special steels (sheets, bars, tubes, etc.), ferrous and non-ferrous metals (profiles, plates, sheets, beams, wire, etc.), rails and fittings, solid wheels, steel tyres, axles and wheel sets. Also aluminium products (plain and corrugated sheets, etc.), diesel-electric locomotives, chemicals, etc.

**Companies represented on agency basis:** Including British Steel Corp (BSC), UK; Métallurgique de Normandie, France; Usines Métallurgiques Suisses Selve & Cie, Switzerland.

**Members of:** British, American, Belgian, French, Spanish and Japanese Chambers of Commerce.

**Mitsui & Co Europe (Portugal) Lda**

**Head office:** Rua Castilho 165-3, P 1000 Lisbon. **Tel:** 656101. **Telex:** 12348 mitsui p. **Cables:** Mitsui Lisbon.

**Management:** A. Yoshimura (president), K. Sasaki (vice president). **Trading personnel:** Steel department—A. Miquelino (manager), H. Komuro (market manager), J. Henriques (assistant manager), C. Heitor. **Established:** 1968. **Capital:** Esc 50 million. **Ownership:** Mitsui & Co Ltd, Japan (60%). Mitsui & Co Europe (Netherlands) BV, Netherlands (40%). **Subsidiary & associates:** Incorporated in Mitsui group of companies. Partner of Cosider (production of HR sheets and plates from HR coils, in Portugal).

**Activities:** Import and export of steel products and allied raw materials.

**Companies represented on agency basis:** Worldwide sales organisation of Mitsui & Co Ltd.

**Nissho-Iwai Co Ltd**

**Address:** Rua Rodrigues Sampaio, 6-5 Esdo, Lisbon. **Tel:** 019 547351, 019 533338. **Telex:** 12484 nisrock p. **Cables:** Nisshoiwai Lisbon.

**Nogueira Ltda**

**Head office:** 107 Rua dos Douradores, 1°-2°, P 1100 Lisbon. **Tel:** 321381, 321382, 323095, 367447. **Telex:** 12128 nogada p. **Cables:** Nogueiralda Lisbon.



**PORTUGAL****Nogueira Ltda** (*continued*)

**Management:** José Ferreira de Sousa (engineer). **Established:** 1918. **Branches:** 136 Rua do Almada, Oporto.

**Activities:** Import commission agents (metallurgical products).

**Products handled:** All kinds of ferrous and non-ferrous products.

**Companies represented on agency basis:** John Rigby (Steel) Ltd, UK (wire); Gladstone, Wyllie (Trading) Ltd†, UK; Vallourec—Usines à Tubes de Lorraine-Escaut et Vallourec Réunies, France; Daval†, France; Sacilor—Aciéries et Laminoirs de Lorraine, France; Dilling, West Germany.

**Prometal SA**

**Head office:** Edifício Aviz 5° A, P 1000 Lisbon 1. **Tel:** 579286. **Telex:** 13062 montep.

**Management:** Alvaro do Monte-Pegado (managing director), Oscar do Monte-Pegado (partner). **Established:** 1977. **Ownership:** Prometal SA†, Spain. Alvaro do Monte-Pegado. **Subsidiary & associates:** Prometal SA†, Bilbao/Madrid; Promosteel, Paris; Promosteelt, Houston. All steel traders.

**Activities:** Import and import agency.

**Products handled:** Steel plates, tubes, bars, HR coil. Also aluminium billets.

**Companies represented on agency basis:** AHV—Altos Hornos de Vizcaya SA, Spain (pre-painted plates); Tubexport—Tubos Españoles Unidos SA† (seamless tubes); Ensidesa—Empresa Nacional Siderúrgica SA, Spain (steel plates, HR coil).

**Santos, Mouta Ltda**

**Head office:** Rua do Instituto Industrial 18, 3° E, P 1200 Lisbon (PO Box 2622, P 1116 Lisbon Codex). **Tel:** 663196, 667534. **Telex:** 18819 santal. **Cables:** Santali Lisbon.

**Management:** Antonio Fonseca dos Santos and Luis Filipe Almeida Paulitos (managing partners), José Nicolau da Costa (director, Oporto branch). **Trading personnel:** Lisbon—Teresa Figueiredo Fonseca dos Santos and Maria Emilia da Silva Rocha (secretaries), Francisco Figueiredo Fonseca dos Santos (assistant to the sales department). Oporto—Carlos Rei (sales manager), Maria Manuela dos Santos Teixeira Pinto and Margarida Lucinda da Silva Barbosa Teixeira (secretaries). **Established:** 1952.

**Capital:** Esc 1 million. **Ownership:** Managing partners. **Branches:** Praça General Humberto Delgado 267 5°, P 4000 Oporto (Tel: 29805, 317868. Telex: 22537 afluxe. Cables: Afluxo Porto. Sales manager: Carlos Rei).

**Activities:** Main activity representing foreign companies.

**Products handled:** Ferrous and non-ferrous metals. Also chemicals.

**Companies represented on agency basis:** Including Stahlkontor Hahn GmbH†, West Germany (steel products); NV Bekaert-Cockerill SA, Belgium (wire and wire products); Taydor Engineers Ltd, UK (cut wire pellets); M.S.F. (Comox) Ltd, UK (cut wire pellets); Rylands Whitecross Ltd, UK (wire).

**Rainer G. Schmidt**

**Head office:** Pr. d. Afonso V 55-H 7, P 4100 Oporto. **Tel:** 688146. **Telex:** 24239 rgs p.

**Established:** 1975.

**Activities:** Export/import agency, no stocks.

**Products handled:** All steel products.

**Companies represented on agency basis:** Ferrostaal AG†, West Germany (all steel products); Ferrowa Stahlhandel GmbH (tubes and pipes). Market areas covered: Portugal, Madeira, Azores, Angola.

**Members of:** Port. Assn. of Stockholders & Importers of Steel, Tubes & Metals.

## PORTUGAL

**Sumitomo Corp**

**Address:** Edifício Aviz, 17° andar Fracção C-D, Av. Fontes Pereira de Melo 35, P 1000 Lisbon. **Tel:** 01 546902, 01 546903, 01 546905. **Telex:** 16705 sumito p. **Cables:** Sumitomo Lisbon.

**Unilock Portuguesa Servicos Tecnicos Ltd**

**Head office:** Aven. da Republica 52-8, P 1000 Lisbon. **Tel:** 761622, 761974, 769120. **Telex:** 13719 unilok p. **Cables:** Unilock Lisbon.

**Management:** V. C. Nogueira (president), Mrs. S. S. Cavaleiro (commercial director), Mrs. B. C. Nogueira (administrator), A. M. Guerra (technical director). **Established:** 1950 (style changed 1969). **Capital:** Capital plus surplus: Esc 8 million. **Ownership:** Family owned—V. C. Nogueira, Mrs. Cavaleiro and Mrs. Nogueira.

**Activities:** Importers of industrial equipment for process industries and shipyards and contractors, with local stocks worth about Esc 30 million.

**Products handled:** Special steels and rolls. Also industrial equipment, pumps, measuring apparatus, valves and pipe fittings, Metalock repair services.

**Companies represented on agency basis:** Hadfields Ltd, Sheffield, UK; Hadura Ltd (Firth Brown Group), Sheffield, UK.

**Vendor Ltda**

**Head office:** Rua Sampaio e Pina 50, 2° Esq., P 1092 Lisbon Codex. **Tel:** 682185-7. **Telex:** 12874. **Cables:** Vendor.

**Management:** Bo A. W. Hermanson and Maria Cristina Zogheb (managing directors).

**Trading personnel:** José Henriques and Miguel Soares Franco (sales managers), Jorge Almeida (marine service personnel). **Established:** 1949. **Capital:** Esc 1 million.

**Ownership:** Bo A. W. Hermanson and Bo C. M. Hermanson.

**Activities:** Import/export agency.

**Products handled:** Imports—steel plates, shipbuilding sections, etc.; also railway equipment, pulp and paper, pulp and paper industry equipment, printing ink, marine equipment. Exports—paper, foodstuff (fresh, frozen, canned), clothing.

**Companies represented on agency basis:** Including Svenskt Stal AB (SSAB), Sweden (sections for shipbuilding, heavy steel plates and pipes); Norrbottens-Järnverk AB (NJA), Sweden (Isolamin prefabricated bulkhead material for ships).

# Puerto Rico

**Mendez & Co Inc**

**Head office:** Road No. 20, Km. 2.4, Guaynabo, PR 00657 (GPO Box G-3348, San Juan, PR 00936). **Tel:** 809 781 8888. **Telex:** RCA 3252302. ITT 3450357. PRCA 3859006. **Cables:** Vimendez.

**Management:** José Ramón Alvarez (president), Carlos Alvarez Méndez (first vice president), Salustiano Alvarez Méndez (second vice president), José Alvarez Santori (treasurer). **Trading personnel:** Carlos Alvarez Méndez Jr. (commission sales), Pedro A. Quirós (stock sales). **Established:** 1912. **Capital:** US\$4 million. **Ownership:** Family owned. **Subsidiary & associates:** International Shipping Agency Inc (shipping agents, shipping charterers, contract stevedores), Bamco Products Corp (groceries and paper products), Papeles de Puerto Rico Inc (tissue paper mill). **Branches:** Ponce and Mayaguez, Puerto Rico.

**Activities:** Manufacturer's representatives, import/export agency; wholesale stocking distributors.

**Products handled:** Reinforcing bars; black and galvanized pipes; EMT and rigid electrical conduit; chain link; wire mesh; barbed wire; black and galvanized wire; welded fabrics; wire nails; plates; sheets; wire rods; plain and corrugated galvanized

**PUERTO RICO****Mendez & Co Inc** (*continued*)

sheets; structurals; angles and channels; merchant bars; stainless plates, sheets, pipes, etc.

**Companies represented on agency basis:** Republic Steel Corp, USA; Tremont Nail Co; Tude la Lafarge SA; Northwestern Steel & Wire Co, USA. Market areas covered: Puerto Rico, Virgin Islands and the Caribbean.

**Members of:** Asociación de Comerciantes en Materiales de Construcción.

**Molina Trading Co**

**Head office:** 9 A Street, Garden Hills, Guaynabo, PR 00657. **Tel:** 783 0030. **Telex:** ITT 345 0622. **Cables:** Molina.

**Management:** Jaime Molina (president). **Established:** 1979.

**Activities:** Imports into Puerto Rico and other islands in the Caribbean.

**Products handled:** Reinforcing bars, shapes, plates, CR and HR sheets, galvanized sheets, tinplate, wire.

**Companies represented on agency basis:** Stelco Inc, Canada.

**Shelvings Caribe Inc**

**Address:** 124 Reina Street, PO Box 8369, Ponce, PR 00731. **Tel:** 809 843 7230.

**Thyssen Steel Caribbean Inc**—see Thyssen Stahlunion GmbH, West Germany

# **Qatar**

**Ebrahim Bin Hussain Commercial Agencies**

**Head office:** Al-Ahmed Street, PO Box 1681, Doha. **Tel:** 25543, 325607. **Telex:** 4244 ebhca dh. **Cables:** Ebhca.

**Management:** Ebrahim Bin Hussain (chairman), Khalil Ebrahim (managing director), M. Kanjani (general manager), A. Karim (manager). **Trading personnel:** M. Kanjani and A. Karim (responsible for steel, timber and other building materials), G. Kumar (assistant manager, also deals with sales of steel). **Established:** 1952. **Capital:** US\$5 million. **Ownership:** Subsidiary of Ebrahim Bin Hussain & Sons, Doha, Qatar.

**Branches:** Dubai.

**Activities:** Imports of steel, stocks carried. Main activity: indenting.

**Products handled:** Steel, merchant bars, galvanized iron pipes and sheets, building materials. Also cement and timber from Chile and Canada; electrical appliances.

**Companies represented on agency basis:** Covering Doha only—Nissho-Iwai Co Ltd, Japan; Ueno Trading Co Ltd, Japan; Bharat Steel Tubes Ltd (BST), India; Steel & Tube Exports, India; Standard Wire Co, India; and others.

**Mannai Trading Co**

**Head office:** Rayyan Road, PO Box 76, Doha. **Tel:** 26251. **Telex:** 4208 doha. **Cables:** Mannai.

**Management:** Executives—Mike J. Milner (director, international operations, Mannai group of companies), Taha A. Hassiba (corporate manager, finance, accounts, personnel), Oscar A. D'Souza (corporate manager, operations and administration, Mannai Industrial Complex), N. D. Khurody (corporate manager, marketing and sales). **Trading personnel:** Imad Saffareni (manager, direct sales, projects), Norman N. D'Souza (manager, direct sales, products). **Established:** 1951. **Ownership:** Ahmed Mannai (managing partner); Sheikh Khalid Al-Attiya (partner). **Subsidiary & associates:** Subsidiary—

## QATAR

**Mannai Trading Co** (continued)

Mideast Constructors (Mecon) (mechanical and electrical contracting and engineering services to international contractors); joint ventures—Manweir Engineering Services (repair and engineering services for rotary equipment and oilfield products), Mansal Off-shore (offshore supply vessels), Systime (Gulf) Ltd (computer hardware systems and software); associated—Graham Group (building industry materials), A. H. R. Abbot Associate (marketing agents for sheet glass, kitchen and canteen equipment, machine tools, electrical accessories, etc.), A.G. Middle East (nursery products, design and landscaping, avid zone irrigation and drip irrigation equipment).

**Activities:** Import, agency, distributorship (retail/wholesale), no steel stocks.

**Products handled:** Steel tubes, tubular products, fittings, special steels, stainless and alloy tubes, ductile spun iron pipes and fittings. Also power plant and machinery, concrete mixers, valves, diesel engines, steam generation equipment, diamond drill bits, data logging systems, vehicles, cranes, clocks and watches, excavators, agricultural machinery, household appliances, instruments, consumer durables, etc.

**Companies represented on agency basis:** Including British Steel Corp (BSC), UK (steel tubes, tubular products and fittings (handled by British Steel Tubes Exports Ltd)); Stanton & Staveley (Exports) Ltd, UK (ductile spun iron pipes and fittings); Sandvik AB, Sweden (steel and Coromant products, etc.); Tubesales UK Ltd, UK (steel (including alloy and stainless) nickel and aluminium pipe and tubing). Market area covered: Qatar.

## Rumania

### Metalimportexport (Enterprise for Foreign Trade)

**Head office:** 23-25 Mendeleev Street, Bucharest. **Tel:** 620 621. **Telex:** 11515.

**Cables:** Metalimportexport.

**Management:** Gheorghe Deaconescu (manager), Ardare Doina and Mihăilă Gheorghe (joint managers). **Established:** 1948.

**Activities:** Sole exporter and importer of steel rolled products and non-ferrous metals for Rumania.

**Products handled:** Export—ferro-alloys, carbon and alloy steel bars and sections, steel plates and sheets, steel line pipe, casing, gas tubes, various drawn wire, steel ropes, nails, welding rods. Also aluminium and aluminium products. Import—ferro-alloys, various carbon and alloy steel specialties in bars and sections, electrical sheets, special steel plates and sheets, various special steel tubes and pipes, drawn wire, special electrodes. Also copper, lead, tin, zinc, nickel, cadmium, mercury, antimony, cobalt, silicon, etc.

### Okura & Co Ltd

**Address:** Apt. A7, c/o Continental Hotel, Room 306, Calea Victoriei 56, Bucharest. **Tel:** 166596, 131870. **Telex:** 65 10380.

### Tokyo Boeki Ltd

**Address:** c/o Continental Hotel, Room 305, 56 Victoriei Street, Bucharest. **Tel:** 139232. **Telex:** 10380 contir.

## Saudi Arabia

### Bankhar International Corp

**Head office:** Mufti Building, King Abdul Aziz Street, (PO Boxes 489, 692, 3006), Jeddah. **Tel:** 26281. **Telex:** 400088 bankhar sj. **Cables:** Bigroupco.



**SAUDI ARABIA****Bankhar International Corp** (*continued*)

**Management:** Sheikh Ahmed Obaid Bankhar (president), Muhanna Asaad (manager, steel products section), Salim Awad Said (secretary), Ahmed Bayashout (accountant).

**Trading personnel:** Mohamed Hashim (sales manager). **Established:** 1979.

**Ownership:** Ahmed Obaid Bankhar. **Branches:** Riyadh, Dhahran and other towns.

**Activities:** Import agency.

**Products handled:** All Republic Steel Corp products. Areas covered: Jeddah, Riyadh (Saudi Arabia).

**Companies represented on agency basis:** Including Republic Steel Corp, USA.

**Marubeni Corp**

**Address:** PO Box 3531, Riyadh. **Tel:** 65457, 62657, 69782-3. **Telex:** 20340 hazem sj. **Cables:** Benipigeon Riyad.

**Nomura Trading Co Ltd**

**Address:** Room 43, 4th Floor, Binzager Building, New Street, PO Box 7631, Jeddah. **Tel:** 34492. **Telex:** 400552 horabi sj.

**Saudi Marketing Co Ltd**

**Head office:** PO Box 3750, Riyadh. **Tel:** 01 62522. **Telex:** 202211 samark.

**Management:** Beijerinvest, Sweden; B-G Hallas. **Trading personnel:** B-G Hallas (general manager), Göran Norderdal (marketing manager), Lars Gelin (sales manager).

**Established:** One year (1980). **Capital:** Saudi Riyals 1 million. **Ownership:** Prince Sultan Bin Mohammed Bin Saud Al Kabir, Sheikh Harb Al Zuhair, and Sheikh Rashid El Mubarak.

**Activities:** Import agency, no stocks.

**Products handled:** Sheet piling, rails, heavy sections.

**Companies represented on agency basis:** TradeArbed SA, Luxembourg.

**Siderexport**—see Siderexport SpA, Italy

**Thyssen Saudia Ltd**—see Thyssen Stahlunion GmbH, West Germany

## Sharjah (UAE)

**International Trading & Engineering Group Ltd (ITEG)**

**Address:** PO Box 5959, Sharjah. **Tel:** 357287. **Telex:** 68035 iteg em.

**Activities:** Trading all steel products.

## Singapore

**Alpha Justin Metals Pte Ltd**

**Head office:** 279-L, 11th Floor, Selegie Complex, Selegie Road, Singapore 0718. **Tel:** 361311, 361865. **Telex:** 25219 metals rs. **Cables:** Emerymetal.

**Management:** J. W. Emery (managing director), Alvin Tan (sales manager). **Trading**

## SINGAPORE

**Alpha Justin Metals Pte Ltd** (*continued*)

**personnel:** J. W. Emery, Alvin Tan (steel and others), Paul Tan (sales representative, aluminium department), Chow Chan Fong (sales representative, head plates, pressure vessels and heavy wall pipes). **Established:** 1974.

**Activities:** Import/export agency.

**Products handled:** All steel products—sections, plates, pipes, billets, bars, rods, stainless steel, alloy and special steel; head plates; pressure vessels and heavy wall; large diameter pipes. Also aluminium products.

**Companies represented on agency basis:** Sole agents for—British Steel Corp (BSC), UK; Daitoku Trading Co Ltd, Japan (head plates, large diameter pipes, etc.); and others. Market areas covered: Singapore and Malaysia.

## **Asoma (Singapore) Pte Ltd**—see Asoma (Bangkok) Co Ltd, Thailand

## **Associated Swedish Steels Singapore (Pte) Ltd**

**Address:** Suite 306, Cathay Building, Singapore 0922. **Tel:** 327311, 321464, 321959. **Telex:** 21988. **Cables:** Assabsteel Singapore.

**Management:** Dieter K. Bathke (managing director). **Trading personnel:** Nah Kok Yong (marketing manager). **Established:** 1975. **Capital:** S\$300,000. **Ownership:** Associated Swedish Steels AB†, Sweden (85%). Dieter K. Bathke (10%). Nah Kok Yong (5%). **Subsidiary & associates:** Associated Swedish Steels AB†, Sweden (holding company); Assab in Australia†, Japan, Mexico† and Iran†.

**Activities:** Import of special steels from Sweden. Local stocks at 230C Upper Bukit Timah Road, Singapore 2158.

**Products handled:** Special steels in carbon, alloy and stainless qualities, e.g. tool steels, woodband saw steel, high speed steel, toolbits, etc.

**Companies represented on agency basis:** Associated Swedish Steels AB†, Sweden (high grade Swedish steel of carbon, alloy and stainless qualities, in bars, strip, wire, tubes and plates).

## **BHP Trading Pte Ltd**

**Head office:** 405 Ocean Building, Collyer Quay, Singapore 0104. **Tel:** 438491, 919951, 2231289. **Telex:** 23950. **Cables:** Hematite Singapore.

**Management:** S. P. Carter (manager and resident director). **Trading personnel:** Harold Quek (marketing officer, Singapore and Malaysia), Edward Lim (sales representative, Singapore and Malaysia), Chua Kai Seng (sales representative, Singapore). **Established:** 1978. **Capital:** S\$25,000. **Ownership:** Wholly-owned subsidiary of The Broken Hill Pty Co Ltd, Australia.

**Activities:** Import/export; no stocks carried.

**Products handled:** All iron and steel products, especially semi-finished products, tinplate and stainless steel; all steel wire products. Also ferro-alloys, especially ferro-manganese.

**Companies represented on agency basis:** BHP—The Broken Hill Pty Co Ltd, Australia (iron and steel products, ferro-alloys, minerals) covering Singapore and Malaysia; Comsteel—Commonwealth Steel Co Ltd, Australia (stainless and special steels, forgings and castings) covering Singapore and Malaysia; Australian Wire Industries Pty Ltd (wire products) covering Singapore.

## **The Borneo Co Pte Ltd**

**Head office:** Inchcape House, 450-452 Alexandra Road, Singapore 0511. **Tel:** 625111. **Telex:** 21400 borneo rs.

**Management:** Louis Lim (divisional manager, technical division), Fong Jeck Luan (product manager, technical division), H.C. Forbes (managing director). **Trading**

**SINGAPORE****The Borneo Co Pte Ltd** (*continued*)

**personnel:** See management. **Established:** 1857. **Capital:** Paid-up: S\$8,836,152. **Ownership:** Inchcape Berhad (incorporated in Singapore). **Subsidiary & associates:** Inchcape Group of Companies (trading, finance, properties, etc.). **Branches:** Kuala Lumpur (West Malaysia); Sarawak/Sabah, Sibu, Kuching, Tawau and Brunei (East Malaysia).

**Activities:** Import/export; general merchants; consumer, pharmaceuticals and technical engineering products.

**Products handled:** Civil engineering and steel products. Also food and beverage, electrical switchgears and accessories, automotive products, marine and pleasure craft, pharmaceutical products.

**Companies represented on agency basis:** Armco Inc, USA; TradeArbed, Luxembourg.

**Commercial Metals (S.E. Asia) Pte Ltd**

**Head office:** 18th Floor, U.I.C. Building, Shenton Way, Singapore 1. **Tel:** 2204122. **Telex:** 21479. **Cables:** Cometalssp.

**Management:** Peter Blunck (managing director). **Trading personnel:** Albert Lee, Jimmy C. S. Yeo and David Sturgell (steel products). **Established:** 1971. **Ownership:** Commercial Metals Co†, USA.

**Activities:** Marketing of base and minor metals, ores, ferro-alloys, coal and coke on a worldwide basis.

**Products handled:** Ores and minerals for the steel industry, pig iron, sponge iron, alloys and additives for the steel and foundry industries, coal and coke.

**Companies represented on agency basis:** Including A/S Sydvaranger, Norway (iron ore for Western Hemisphere).

**Members of:** National Assn. of Recycling Industries (NARI), American Foundry Assn., The National Council for United States/China Trade, Hot Dip Galvanizers Assn.

**Darby (Asia) Pte Ltd**

**Head office:** 10 Chin Bee Road, Singapore 2261. **Tel:** 656300, 2685700. **Telex:** 25571 cnpak. **Cables:** Darbyasia.

**Management:** Directors—A. T. H. Chen, S. D. Y. Kuo, P. L. Khew. **Trading personnel:** See management. **Established:** 1972. **Capital:** S\$100,000. **Subsidiary & associates:** Darby & Co (Overseas) Ltd†, Birmingham, UK (associated).

**Activities:** Import/export.

**Products handled:** Steel window sections, bars and all other steel products.

**General Resources Agency**

**Head office:** 2804 International Plaza, PO Box 1104, Singapore 9022. **Tel:** 2228960. **Telex:** 25326. **Cables:** Gsource.

**Management:** C. S. Ng (manager, operations). **Trading personnel:** Edmund Wong (Singapore), C. S. Ng (Malaysia). **Established:** 1977. **Ownership:** Private. **Subsidiary & associates:** General Resources Agency Sdn Bhd†, Malaysia.

**Activities:** Operates mainly as commission agents, specialising in metals and other commodities.

**Products handled:** Specialities are stainless steel, aluminium, high temperature metals, but mild steel, CR steel, tinplate, copper, lead, zinc and special chemicals are also handled.

**Companies represented on agency basis:** Including All Spec Metals International (stainless steel, high temperature metals, titanium, alloy steel, etc.) covering Singapore and Malaysia.

**Gerrard (S.E. Asia) Pte Ltd**

**Address:** Module 18, Godown 402, Pasir Panjang, Singapore 5.

## SINGAPORE

**Hanwa Singapore Pte Ltd**

**Address:** Tower 1503, DBS Building, 6 Shenton Way, Singapore 1. **Tel:** 2206788. **Telex:** 21214.

**Activities:** Import/export of steels, foods, logs, fuel, etc.

**C. Itoh & Co Ltd**

**Address:** Unit 1101 & 1102, 11th Floor, Hong Leong Building, 16 Raffles Quay, PO Box 2378, Singapore 1. **Tel:** 2202755, 2202242, 2207556. **Telex:** 21275 citoh rs.

**Cables:** Citohco Singapore.

**Itoman & Co Ltd**

**Address:** Unit 1509-10, 15th Floor, High Street Centre, North Bridge Road, Singapore 6. **Tel:** 33 5121. **Telex:** 87 21243.

**Iwatani & Co (Singapore) Pte Ltd**

**Address:** Tower 2501, D.B.S. Building, 6 Shenton Way, Singapore 1. **Tel:** 2208347. **Telex:** 21019 iwatani rs.

**A. Johnson & Co (SEA) Pte Ltd**

**Head office:** 1507 Robina House, Shenton Way, Singapore 0106. **Tel:** 2209988. **Telex:** 26475 ajon rs. **Cables:** Ajonsin.

**Management:** Runo Nessen (managing director), Steve Konya (manager, minerals and metals, South East Asia). **Trading personnel:** Steve Konya (manager, minerals and metals, South East Asia). **Established:** 1975. **Capital:** S\$500,000. **Ownership:** Wholly-owned subsidiary of A. Johnson & Co HAB†, Sweden. **Subsidiary & associates:** Member of the worldwide Axel Johnson group.

**Activities:** Import and sales in Asean of stainless steel products, purchase and export of ores.

**Products handled:** Stainless steel, also all kinds of non-ferrous ores.

**Companies represented on agency basis:** Avesta Jernverks AB, Sweden; Axel Johnson Steel International†, Netherlands; Trent Tube BV, Netherlands.

**Kanematsu-Gosho Ltd**

**Address:** 2701, 27th Floor, Hong Leong Building, 16 Raffles Quay, PO Box 68, Singapore 1. **Tel:** 2206649-50, 2206655-9, 2207140. **Telex:** 21276. **Cables:** Kanefirst.

**Kawasho Corp**

**Address:** Room 1507-8, 15th Floor, Shenton House, 3 Shenton Way, Singapore 1. **Tel:** 2209188. **Telex:** 21799 kawasho rs. **Cables:** Kawasho Singapore.

**Marubeni Corp**

**Address:** 28th & 29th Floor, Hong Leong Building, 16 Raffles Quay, Singapore 1. **Tel:** 2204111. **Telex:** 21245. **Cables:** Marubeni Singapore.

**Mitsubishi Corp**

**Address:** Maxwell Road, PO Box 2365, Singapore 9043. **Tel:** 2209110. **Telex:** 21266. **Cables:** Mitsubishi Singapore.

**Management:** M. Ishihara (manager).



**SINGAPORE****Mitsui & Co Ltd**

**Address:** 25-26th Floor, Hong Leong Building, 16 Raffles Quay, Singapore 1. **Tel:** 2209711. **Telex:** 21272, 21331. **Cables:** Mitsuico Singapore.

**Nichimen Co Ltd**

**Address:** Hong Leong Building, Room 1401, 16 Raffles Quay, PO Box 2325, Singapore 1. **Tel:** 2208233. **Telex:** 21267. **Cables:** Nichimen Singapore.

**Nissho-Iwai Co Ltd**

**Address:** 31st-32nd Floor, Hong Leong Building, 16 Raffles Quay, Singapore 1. **Tel:** 2206011. **Telex:** 21282 nisrock. **Cables:** Nisshoiwai Singapore.

**Nomura Trading Co Ltd**

**Address:** Room 43, The Bank of China Building, Battery Road, PO Box 332, Singapore 1. **Tel:** 94975-6, 910683. **Telex:** 21296 shinorep rs. **Cables:** Shinorep Singapore.

**Okaya & Co Ltd**

**Address:** Suite 1606, 16th Floor, Golden Mile Tower, 6001 Beach Road, Singapore 0719. **Tel:** 2939604-5. **Telex:** 21289.

**Okura & Co Ltd**

**Address:** 11th Floor, Robina House, Shenton Way, Singapore 0106. **Tel:** 2200244. **Telex:** 21970. **Cables:** Yotatsu.

**Management:** Yoshio Akimoto (general manager). **Trading personnel:** M. Ohno. **Established:** 1873. **Subsidiary & associates:** Okura Metal Co Ltd (sales of drawn copper). **Branches:** Lee House, London Wall, London EC2Y 5AJ.

**Activities:** Import/export, no stocks carried.

**Products handled:** Iron and steel. Also heavy and light industrial machinery; marine and agricultural food and feed; paper, pulp, lumber and timber products; construction and development projects; and all kinds of general merchandise.

**Sandvik Singapore Pte Ltd**

**Head office:** 111 Neythal Road, Singapore 2262 (Jurong Town, PO Box 32, Singapore 9161). **Tel:** 652277. **Telex:** 21601. **Cables:** Sandvik.

**Management:** Jan Verhagen (managing director and regional manager). **Trading personnel:** R. Wong, Chow Hoi Sung, J. Kircher, M. J. Ohlson, H. E. Sandstrom. **Established:** 1969. **Capital:** S\$1,500,000. **Ownership:** Wholly-owned subsidiary of Sandvik AB, Sweden. **Subsidiary & associates:** Sandvik Thailand Ltd†, Sandvik Malaysia Sdn Bhd†, PT Sandvik Indonesia, PT Hakan Nusantara.

**Activities:** Import, stockist, export. Manufacturers of drills, tools, saws, etc.

**Products handled:** Special steels. Also tungsten carbide tools and other products, saws and tools, woodworking tools and machinery, steel belt processing equipment.

**Companies represented on agency basis:** Including Fagersta AB, Sweden (high speed steels, tool bits).

**SKF Asia, Pacific Area Office**

**Address:** PO Box 3980, Singapore 9059. **Tel:** 656922. **Telex:** 21304 skf baa rs. **Cables:** Eskaeaf.

## SINGAPORE

**SKF Asia** *(continued)*

**Management:** Horst Dierolf (area director). **Trading personnel:** Percy Hamilton (steel sales co-ordination). **Established:** 1973. **Capital:** S\$400,000. **Ownership:** AB SKF.

**Activities:** Steel sales co-ordination.

**Products handled:** Special steel bars, wire, tubes, rings, strip, etc.

**Companies represented on agency basis:** Producers of special steels in Europe.

**Sumitomo Corp**

**Addresses:** 12th Floor, UIC Building, 5 Shenton Way, Singapore 0106 (Tel: 2200489, 2200038, 2200532. Telex: 23497 sumithq rs. Cables: Sumitasia Singapore). 21st Floor, Ocean Building, Collyer Quay, Singapore 1 (Tel: 93421. Telex: 21309 sumit rs. Cables: Sumitomo Singapore).

**Toyo Menka Kaisha Ltd**

**Address:** Industrial & Commercial Bank Building, Room 401, 2 Shenton Way, PO Box 2446, Singapore 1. **Tel:** 2227444-8. **Telex:** 21280 tomensp rs. **Cables:** Toyomenka Singapore.

**United Casing, Steel & Pipe Ltd**

**Address:** c/o Klöckner Singapore Pte Ltd, 20003 Marine House, 20th Floor, Shenton Way, Singapore 2.

**Activities:** Oil country supply and general steel trading and inventory carrying company.

**United Luen Fook Trading (S) Pte Ltd**

**Head office:** Suite 2002, 20th Floor, Ocean Building, Collyer Quay, Singapore 0104. **Tel:** 913111, 2230242. **Telex:** 24595 carship rs, 25568 carship rs. **Cables:** Lufopro.

**Management:** Kua Phek Long (managing director). **Trading personnel:** Hu Hung Yan (manager). **Established:** 1974. **Capital:** S\$1 million. **Ownership:** Private limited company. **Subsidiary & associates:** United China Trading Corp, Hong Kong.

**Activities:** Import/export.

**Products handled:** Steel products. Also cereals, canned drinks, etc.

## Somalia

**Nazaraly Mohamedaly**

**Head office:** PO Box 241, Mogadiscio. **Tel:** 28031. **Telex:** 615 (public telex, message for Kessani Tel. 28031). **Cables:** Kessani Mogadiscio Somalia.

**Established:** 1954.

**Activities:** Import/export/broker.

**Products handled:** All steel products.

## South Africa

**Alloy Metal Sales (Pty) Ltd**

**Head office:** 16 St. Andrews Road, Parktown, PO Box 9554, Johannesburg. **Tel:** 643 8241. **Telex:** 424 396. **Cables:** Selalloy.

**SOUTH AFRICA****Alloy Metal Sales (Pty) Ltd** *(continued)*

**Management:** Executive directors—J. G. Passmore, G. N. Embleton, K. H. Kennaugh, M. F. Ford. **Trading personnel:** See management. **Established:** 1963. **Capital:** R 100. **Ownership:** The directors in proportion to their shareholdings. **Subsidiary & associates:** Associated—Tennant Trading South Africa (Pty) Ltd† and various other companies, all trading metals, minerals, chemicals, commodities, etc.

**Arcona (Pty) Ltd**

**Head office:** 309 International House, Loveday Street, Johannesburg 2001 (PO Box 10677, Johannesburg 2000). **Tel:** 83 83436. **Telex:** 8 7371. **Cables:** Arconajoh.

**Management:** Directors—F. Bosken, D. G. Hannaford, K. H. Muenster, W. M. Salomon.

**Trading personnel:** F. Bosken, K. H. Muenster, W. M. Salomon. **Established:** 1953. **Capital:** R 28,000. **Ownership:** Private. **Branches:** PO Box 2696, Cape Town 8000 (Tel: 22 6518. Telex: 57 7006. Cables: Arconacan).

**Activities:** Agents for imports and local mills, also exporter. Covers all Republic of South Africa.

**Products handled:** Iron and steel—long and flat products, commercial and stainless steel; tubes and fittings, including stainless and API; tool and other special steels; wire including welding wire and special qualities, conductors, wire products. Also aluminium and industrial and agricultural pumps and other engineering items.

**Companies represented on agency basis:** Including Arbed SA, Luxembourg and TrefilArbed, Luxembourg (sole agents); VEW—Vereinigte Edelmetallwerke AG, Austria (non-exclusive agents for stainless and heat resistant steels in bars and sheet form, stainless steel tubing and tool steels, etc.).

**Asoma Africa (Pty) Ltd**

**Head office:** 8th Floor, Total House, Smit Street, Braamfontein 2001 (PO Box 32234, Braamfontein 2017, Johannesburg). **Tel:** 725 2510. **Telex:** 4 24122, 4 24140. **Cables:** Afrisoma Johannesburg.

**Established:** 1951. **Ownership:** Asoma—The Lissauer Group. **Branches:** Metal & Chemical Industries (Pty) Ltd, PO Box 575, Germiston 1400, Transvaal.

**Activities:** General traders in steel, steel scrap, pig iron, ferrous and non-ferrous ores and concentrates, standard and high temperature alloys, major and minor metals, chemicals, etc.

**Products handled:** Semi-finished steel, bars, structurals, HR and CR flat products, wire rods, wire products, tubulars.

**Companies represented on agency basis:** Highveld Steel & Vanadium Corp, South Africa (structurals and plates, wide flange beams, bearing piles) covering West Coast USA, Gulf and Great Lakes areas.

**Avesta S.A. (Pty) Ltd**

**Head office:** 3rd Floor, J.C.C. House, Cnr. Empire Road and Owl Streets, Auckland Park, Johannesburg 2000 (PO Box 9582, Johannesburg 2000). **Tel:** 726 8140. **Telex:** 4 24245. **Cables:** Avesta Johannesburg.

**Management:** K. H. J. Arkert (managing director), R. C. Hampton (company secretary). **Trading personnel:** L. Bunyard (stainless steel manager, Transvaal), C. Brown (manager, Durban branch), J. P. du Plessis (manager, Cape Town branch).

**Established:** 1947. **Ownership:** Member of the Axel Johnson group. **Subsidiary & associates:** Companies in the Axel Johnson group, Sweden. **Branches:** PO Box 220, Paarden Eiland, 7420 Cape Town (Tel: 51 4907. Telex: 57 0156); PO Box 1967, Durban 4000 (Tel: 37 9350-9. Telex: 6 0229).

**Activities:** Importers, stockists and distributors of stainless steel products.

**Products handled:** Specialised in stainless steel plates, sheets, bars, pipes and tubes, welding material, pipe fittings.

## SOUTH AFRICA

**Avesta S.A. (Pty) Ltd** *(continued)*

**Companies represented on agency basis:** Avesta Jernverks AB, Sweden (for all their products); The Southern Cross Steel Co (Pty) Ltd, South Africa (for all their products); Johnson Tube BV, Netherlands. Market area covered: Southern Africa.

**Members of:** South African Steel Merchants' Stockholders Assn., South African Stainless Steel Development Assn.

**Bohler Steel Africa (Pty) Ltd**

**Head office:** 1 Isando Road, Isando. **Tel:** 36 2781.

**Management:** E. Zach (managing director). **Trading personnel:** H. Scott (special steel division), F. de la Roche (pneumatic division), K. Vinay (finance), K. J. Cowie (heat treatment). **Established:** 1961. **Ownership:** VEW—Vereinigte Edelstahlwerke AG, Austria. **Branches:** Pinetown, Port Elizabeth, Cape Town.

**Activities:** Import; stocks held; heat treatment plant.

**Products handled:** Special steels. Also pneumatic hand tools and drilling rigs, welding equipment and consumables.

**British Steel Corp (South African Sales) (Pty) Ltd**

**Head office:** Carlton Centre, CC Box 99-296, Johannesburg 2001. **Tel:** 21 8654. **Telex:** 8 0412. **Cables:** Britsteel.

**Management:** M. Hall (chairman), A. G. Humphries (commercial director). **Trading personnel:** J. B. M. Botha (manager sales administration, South Africa). **Established:** 8 years (1980). **Capital:** R 40,000. **Ownership:** British Steel Corp (BSC), UK. **Subsidiary & associates:** British Steel Corp (SA Sales) (Pty) Ltd—Unit Inspection Co, UK (quality assurance); Distington Engineering, UK (steel plant engineers).

**Activities:** Import agents for BSC, no stocks carried.

**Products handled:** All BSC steel products.

**Companies represented on agency basis:** British Steel Corp (BSC), UK.

**W. K. Croxton Cape (Pty) Ltd**

**Head office:** 704 Market House, Greenmarket Square, Cape Town 8001 (PO Box 3843, Cape Town 8000). **Tel:** 22 3991. **Telex:** 57 27654. **Cables:** Croxwell.

**Management:** B. D. Jacobs (managing director), P. Strydom (director). **Trading personnel:** See management. **Established:** 1946. **Capital:** R 300.

**Activities:** Trading into South Africa from overseas mills; representing local mills for parts of South African market; interests in exporting steel.

**Products handled:** Steel—HR sections, piping, SHS/RHS, profiled roofing sheets (IBR type), purlins (cold formed), cold formed sections, pipe fittings, permanent decking, bright steel, fencing and gates, welded mesh reinforcement, reinforcing steel, castings, forgings. Also aluminium semis, chains, fabricated buildings.

**Companies represented on agency basis:** Exclusive South African representatives of Siderexport SpA, Italy; Tubificio Dalmine-Italsider SpA (TDI), Italy; Finsider—Stà Finanziaria Siderurgica pA, Italy; and others.

**Derby Metals & Minerals (South Africa) (Pty) Ltd**

**Address:** PO Box 4829, Johannesburg 2000, Transvaal. **Tel:** 833 5800. **Telex:** 8 0222-3. **Cables:** Oreport Johannesburg.

**Erlanger S.A. (Pty) Ltd**

**Head office:** IBM Building, 124 Main Street, Johannesburg 2000. **Tel:** 27 11 21 13 25. **Telex:** 8 8129.

For further details see Erlanger Commercial Corp SA, Switzerland.



**SOUTH AFRICA**

**Frank Fehr (S.A.) (Pty) Ltd**—see Frank Fehr & Co Ltd, UK

**Gerber Goldschmidt Group (S.A.) (Pty) Ltd/M. H. Goldschmidt (Pty) Ltd**

**Head office:** Regis House, Adderley Street, 8001 Cape Town. **Tel:** 011 39 6151 (Johannesburg). **Telex:** 4 22434, 4 22541. **Cables:** Jakgerber.

**Management:** Directors—E. Samson, W. Langer, D. Ellman, J. R. Gerber, R. J. A. Clowes. **Trading personnel:** J. R. Gerber (director in charge of all steel trading in South Africa, based in Johannesburg), V. Nicholson and S. Apter (Johannesburg), R. Wright (Durban), M. Durbach (Cape Town). **Established:** 1920. **Ownership:** Privately owned group. **Subsidiary & associates:** M. H. Goldschmidt (Pty) Ltd, South Africa (traders in steel, meat, textiles and timber all in substantial volume); J. Gerber & Co Inc, New York (traders in steel, aluminium, meat, textiles, machinery). J. Gerber & Co, Japan, Taiwan, Amsterdam, London and elsewhere (traders and financiers); Emcom Communications S.A. (manufacturers and distributors, two-way radio equipment). Also various fruit canning factories, retail chain, and other activities. **Branches:** Actively trading in steel—J. Gerber & Co (Japan) Ltd, 28 Minami Honmachi, 1-chome, Higashi-ku, Osaka, Japan; M. H. Goldschmidt (Pty) Ltd, Braamfontein Centre, 23 Jorissen Street, 2001 Braamfontein and Durban Bay House, 333 Smith Street, 4001 Durban; J. Gerber & Co Inc, USA; M. H. Goldschmidt (Pvt) Ltd, 12th Floor, Livingstone House, Jameson Avenue, Salisbury and 2nd Floor, Pioneer House, 8th Avenue/Fife Street, Bulawayo, Zimbabwe.

**Activities:** Import/export, no stocks held except in USA and Japan.

**Products handled:** Stainless steel flats and coils, fittings, pipes and tubes; carbon steel pipe (ERW and seamless); carbon steel fittings (Buttweld, socketweld, etc.); flanges; valves (various materials).

**GKN International Trading (London) Ltd**—see GKN International (London) Ltd, UK

**M. H. Goldschmidt (Pty) Ltd**—see Gerber Goldschmidt Group (S.A.) (Pty) Ltd

**Harlow & Jones (Pty) Ltd**

**Head office:** 3rd Floor, Esso House, 1 Sandhurst Drive, PO Box 782420, Sandton 2146, Johannesburg. **Tel:** 2711 7834620. **Telex:** 88704.

**Inter-Metmin (Pty) Ltd**

**Head office:** 1st Floor, Sandton City, Sandton (PO Box 782053, Sandton 2146). **Tel:** 783 7223-4. **Telex:** 8 9191, 8 9192. **Cables:** Intermetmin.

**Management:** H.-P. Preuss (director). **Established:** 1975. **Ownership:** Proprietary limited. **Subsidiary & associates:** Cheminerals (Pty) Ltd (minerals, ores, chemicals, charcoal), Metals & Inter Alloys (Pty) Ltd (ferro-alloys).

**Products handled:** Merchant bars and other steel products, worldwide.

**R. Jackson Holdings (Pty) Ltd**

**Address:** Suite 1102, 11th Floor, Old Mutual Centre, C/R Harrison & Kerk Streets, Johannesburg 2001 (PO Box 8349, Johannesburg 2000). **Tel:** 834 6916-7, 836 2111. **Telex:** 8 0675.

## SOUTH AFRICA

**R. Jackson Holdings (Pty) Ltd** *(continued)*

**Established:** 1912. **Subsidiary & associates:** R. Jackson & Co (Pty) Ltd, Johannesburg and Pretoria; R. Jackson & Co (Cape) (Pty) Ltd, Cape Town and Port Elizabeth; R. Jackson & Co (Natal) (Pty) Ltd, Durban.

**Activities:** Stockist; import/export.

**Products handled:** Stainless steel and non-ferrous metals.

**Krupp South Africa (Pty) Ltd**

**Address:** 4th and 5th Floors, I.M.S. House, Cnr. Loveday and Stott Streets, Johannesburg (PO Box 164, Johannesburg 2000). **Tel:** 834 84 12-6. **Telex:** 8 0792.

**Cables:** Kruppafric.

**Management:** K. H. Drees (managing director). **Trading personnel:** R. Vollmerich (sales manager). **Ownership:** Fried. Krupp GmbH, West Germany.

**Activities:** Import.

**Products handled:** Steel strip, rods, coil, sheets, plates, beams, bars, tubes, hollow bars, billets, ingots, stainless steel, high grade steel, deep drawing steel, forging quality steel, plated steels, special finished steels, spring steel.

**Companies represented on agency basis:** Including Krupp Stahl AG, West Germany; Krupp Stahlexport, West Germany; Ferro-Commerz Stahlhandels GmbH, West Germany.

**Members of:** South African Stainless Steel Development Assn. (Sassda).

**Macsteel International (Pty) Ltd**

**Head office:** 243 Dyson Road, Wadeville 1422, Transvaal (PO Box 7799, Johannesburg 2000, Transvaal). **Tel:** 34 9230. **Telex:** 8 4743, 8 3928. **Cables:** Macsteel Jhb.

**Management:** E. Samson (chairman), S. L. Smuts (managing director), D. Gray (director). **Trading personnel:** See management. **Established:** 1956. **Ownership:** Macsteel Holdings (Pty) Ltd.

**Activities:** Export.

**Products handled:** HR and CR sheets and coils, HR plates and sections, rebars, galvanized sheets and coils, hollow sections, tubing, cold drawn bars, billets.

**Marathon Steel (Pty) Ltd**

**Head office:** Cr. Crucible & Wriggle Roads, Heriotdale 2001 (PO Box 7721, Johannesburg 2000). **Tel:** 616 4150-3. **Telex:** 8 6024. **Cables:** Remanit.

**Ownership:** Wholly-owned subsidiary of Thyssen Edelstahlwerke AG, West Germany.

**Marubeni Corp**

**Address:** 14th Floor, Devonshire House, 45 Jorissen Street, PO Box 1890, Braamfontein, Johannesburg. **Tel:** 725 1130-4, 725 3881-2. **Telex:** 8 7009. **Cables:** Marubeni Johannesburg.

**Mitsubishi Corp**

**Address:** PO Box 8458, Johannesburg 2000. **Tel:** 726 3330. **Telex:** 8 7018. **Cables:** Mitsubishi Johannesburg.

**Management:** S. Kurosawa (assistant general manager).

**Nichimen Co Ltd**

**Address:** National Board House, 16th Floor, 94 Pritchard Street, PO Box 9065, Johannesburg. **Tel:** 22 3132-6. **Telex:** 8 7565, 8 3023. **Cables:** Nichimen Johannesburg.

## SOUTH AFRICA

**Nissho-Iwai Co Ltd**

**Addresses:** 26th Floor, Carlton Center, Cnr. Von Wielligh and Commissioner Street, PO Box 6609, Johannesburg, Transvaal (Tel: 011 21 4085-94. Telex: 8 8158, 8 7526. Cables: Nisshoiwai Johannesburg). 602 Sea Point, Medical Center, Kloof Road, GPO Box 2050, Cape Town (Tel: 021 49 3432, 021 49 3433, 021 49 6502. Telex: 57 7740, 57 0981. Cables: Nisshoiwai Capetown).

**Protea International (Pty) Ltd**

**Head office:** 8th Floor, Metal Box Centre, Cnr. Owl Street and Empire Road, Auckland Park 2092. **Tel:** 726 3360-7. **Telex:** 4 22558.

**Management:** Directors—P. H. Agar, L. A. Beard, H. Edmonds (British), K. J. Fisher, J. M. Kopiski (British, managing), I. F. de Ujfalussy (alternate), F. von L. Schoeman (finance). **Trading personnel:** P. Asherson (imports), A. J. B. Harris (exports), W. Heinbockel (exports), C. Lacy (exports), J. J. van der Westhuizen (shipping manager). **Established:** 1973.

**Activities:** Imports/exports.

**Products handled:** All steel products. Also non-ferrous metals, chemicals, paper and engineering consumables and commodities.

**Leo Raphaely & Sons (Pty) Ltd**

**Head office:** Newkirk Building, Cnr. Nugget and Kerk Streets, Johannesburg 2001 (PO Box 476, Johannesburg 2000). **Tel:** 28 2050. **Telex:** 8 7063, 8 0129, 8 6240.

**Cables:** Leoraph.

**Management:** Allan H. Levin (director), L. Isaacs (administrative manager). **Trading personnel:** I. Watkin (manager), R. G. Walker, L. Price, G. Brand, W. Louw, M. Harris. **Established:** 1913. **Ownership:** Private. **Subsidiary & associates:** London, Hong Kong, Minneapolis, Salisbury, Santiago, Singapore, Sydney, Taipei, Tokyo.

**Activities:** Worldwide import and export of bulk commodities.

**Products handled:** Steel products with the emphasis on export from Southern Africa.

**Members of:** Instituto Latinoamericano del Fierro y el Acero (Ilafa).

**Robor Ltd**

**Head office:** Quality Road, Isando 1600, Transvaal (PO Box 843, Johannesburg 2000, Transvaal). **Tel:** 36 8111. **Telex:** 8 3443. **Cables:** Roborlt.

**Management:** Managing director—E. M. Perrin. Chairman—S. G. Keatley. Directors—M. J. Bernstein, D. A. Ferguson, R. D. Haddad, K. G. Henderson, R. T. Hofmeyr, C. C. Parker, A. M. Rosholt, C. A. Swan. **Established:** 1921. **Ownership:** Wholly-owned subsidiary of Barlow Rand Ltd. **Subsidiary & associates:** Brollo Africa (Pty) Ltd (manufacturer of tubing and cold formed sections), Robor Steel Services (Pty) Ltd (Steel Service Centre), Robor (Natal) (Pty) Ltd (steel merchants), Robor (Cape) (Pty) Ltd (steel merchants). **Branches:** Pretoria, Transvaal; Witbank, Transvaal; Pietersburg, Transvaal; Port Elizabeth, Cape. Robor South-West Ltd, Windhoek, South West Africa.

**Activities:** Steel stockists and distributor. Export of Brollo products.

**Products handled:** Steel sections and plates, structural steel, constructional steel, BS1387 water pipe, structural hollow sections, open CR sections. Service facilities—cut-to-length, profiling, guillotining, and bending.

**Members of:** Steel Service Institute.

**Sanderson Newbould (S.A.) (Pty) Ltd**

**Head office:** Meson Road, Electron Township, PO Box 3550, Johannesburg. **Tel:** 618 3400. **Telex:** 8 7036. **Cables:** Sanbold.

**Management:** L. J. Sawyer (managing director), R. Edwards (general manager), V. Egan (company secretary). **Established:** 1935. **Capital:** R 50,000. **Ownership:** Sanderson Kayser Ltd, UK. **Subsidiary & associates:** Sanderson Technitool (Pty) Ltd,

## SOUTH AFRICA

**Sanderson Newbould (S.A.) (Pty) Ltd** *(continued)*

Johannesburg (engineering machine shop and commercial heat treatment shop).

**Branches:** Jacobs, Durban; Elsie's River, Cape Town.

**Activities:** Importers and stockists of tool and die steels.

**Products handled:** Special steels, tool and die steels. Also forging die blocks, plastic mould sets and parts.

**Companies represented on agency basis:** Sanderson Kayser Ltd, UK (tool steels) and Walter Somers Ltd (forging die blocks) covering South Africa.

**Members of:** Steel Traders & Distributors Assn.

**Sandvik (Pty) Ltd**

**Head office:** PO Box 206, Benoni 1500. **Tel:** 55 9120. **Telex:** 8 3507.

**Management:** Ulf Melin (managing director), Peter Brown (general manager, steel division). **Trading personnel:** Leif Jansson (product manager), Laurence Rochford (tubular products manager), Wally Cass (sales manager). **Established:** 1947. **Capital:** R 40 million. **Ownership:** Sandvik (Schweiz) AG, Switzerland. **Subsidiary & associates:** Sandvik Coromant (Pty) Ltd (cemented carbide products), Micor Saw & Tool Co (Pty) Ltd (cemented carbide-tipped products), Spooner Machinery Co (Pty) Ltd (conveyers and ovens). **Branches:** PO Box 29037, Maydon Wharf 4057; PO Box 3912, Cape Town 8000; PO Box 3342, Port Elizabeth 6000.

**Activities:** Manufacturers, importers and stockists.

**Products handled:** Tubes, pipes, fittings, hollow bars, sheets, plates, coil, welding consumables, bars, spring steel strip (carbon and stainless steel), carbon steel hollow bars and tubes.

**Companies represented on agency basis:** Sandvik AB, Sweden.

**Members of:** South African Stainless Steel Development Assn., Steel & Engineering Industries Federation of South Africa.

**Steelex (Pty) Ltd**

**Head office:** 8th Floor, Auckland House, Cnr. Smit and Biccard Street, Braamfontein.

**Tel:** 725 3750. **Telex:** 4 24228. **Cables:** Gusmey Johannesburg.

**Management:** Gus Meyer (managing director), Alan Meyer (director). **Established:** 1970. **Capital:** R 4,000 (nominal share capital). **Ownership:** See management.

**Subsidiary & associates:** Steel Convertors (Pty) Ltd (drawers of high tensile and mild steel wire), Steelex Wire Products (Pty) Ltd (manufacturers of bed chain, staples, cut wire shot). **Branches:** Factory—Osborne Road, Wadeville, Germiston (PO Box 1901, Johannesburg 2000) (Tel: 34 5845. Telex: 8 4763).

**Activities:** Importers, exporters, merchant stockholders.

**Products handled:** All rolled steel products, tinplate, wire.

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## SOUTH AFRICA

**Tennant Trading South Africa (Pty) Ltd**

**Head office:** 16 St. Andrews Road, Parktown, PO Box 9554, Johannesburg. **Tel:** 643 8241. **Telex:** 424 396. **Cables:** Selalloy.

**Management:** Executive directors—M. Ford, V. Furcong, N. Embleton, G. Passmore; non-executive chairman—R. Clark. **Trading personnel:** As above with interchangeable responsibilities for trading and administration. **Established:** 1977. **Capital:** R 100. **Ownership:** The directors in proportion to their shareholdings. **Subsidiary & associates:** Associated—Tennant Trading Ltd, London; Tennant Trading Ltd, Australia and other companies in the Consolidated Goldfields group.

**Thyssen (S.A.) (Pty) Ltd**—see Thyssen Stahlunion GmbH,  
West Germany

**Tisco International S.A.**

**Head office:** FNP House, 192 Hendrik Verwoerd Drive, Randburg, Tvl. (PO Box 6274, Johannesburg 2000). **Tel:** 789 3105. **Telex:** 4 22142, 4 24893. **Cables:** Jamilex.

**Management:** A. P. van Heeren, M. D. Kidd and D. M. Munro (directors). **Trading personnel:** M. D. Kidd and A. P. van Heeren (international trading of all steel products on a worldwide basis). **Established:** 1975. **Ownership:** Galaxy Export Import Co (Pty) Ltd, wholly-owned by the persons named under management.

**Activities:** Importers and exporters of steel products on a principal basis. Stocks are carried of tin mill products, flat rolled products, HR sections.

**Products handled:** Tin mill products (both primes and seconds); CR and HR sheets, plates and coils (primes and seconds); all categories of mild steel HR sections (primes and random length stock arisings); all main qualities of cold finished bright drawn rounds, squares, flats and hexagons; all categories of black steel bar for bright drawing; second grade mild steel billets, second hand railway lines, second hand or second grade HR angles, channels, flats and rounds for rerolling; mine roof bolts and mine roof bolt expansion shells. Main areas covered: South East Asia, Middle East, East Africa, Central Africa, Southern Africa, West Africa, East Coasts of both the North and South Americas, European Economic Community countries.

**Titan Industrial Corp (1952) (Pty) Ltd**

**Head office:** 41 Randburg Centre, 166 Hendrik Verwoerd Drive, Randburg 2194 (PO Box 50685, Randburg 2125). **Tel:** 48 1160. **Telex:** 4 22521. **Cables:** Titindus South Africa.

**Management:** D. L. Lee (deputy chairman and chief executive), D. L. Petters (director and general manager). **Trading personnel:** Darryl Petters, André Hofmeyr. **Established:** 1952. **Ownership:** Metkor Investments Ltd, South Africa (51%) and Mr. J. A. Siegel, USA (49%). **Subsidiary & associates:** Bright Metals (Pty) Ltd (producer of cold finished shafting), Renbolt Engineering (Pty) Ltd (producers of mine roof bolts and rock bolts), Ringrollers of South Africa (Pty) Ltd (producer of steel locomotive tyres, general HR and forged rings and flanges), Titan Chain (Pty) Ltd (producers of quality welded steel chain). **Branches:** Titan companies throughout the world.

**Activities:** Import/export; import of special steels, non-ferrous items, machinery and tools; export of steel mill products (e.g. HR coil and sheets, galvanized coil and sheets, sections, merchants bars).

**Products handled:** All steel mill products due to agency in Europe, and many manufactured steel products such as bright bars, chains, steel pipes, couplings, flanges, forgings, mine roof bolts and accessories which are exported worldwide, but especially to USA and Canada. Also tonnages of welded steel pipes are exported to USA, Canada, Europe and African countries.

**Companies represented on agency basis:** Iscor, South Africa, channel with SEM Stahl-Eisen-Maschinen, West Germany for all mill products for West Germany, Netherlands and Belgium. Also Bright Metals (Pty) Ltd, Renbolt Engineering (Pty) Ltd, Titan Chain (Pty) Ltd and Ringrollers of South Africa (Pty) Ltd.

**Members of:** Steel & Engineering Industries' Federation of South Africa (SEIFSA).

## SOUTH AFRICA

**Tokyo Boeki Ltd**

**Address:** Room 308, Amcor House, 88 Marshall Street, Johannesburg. **Tel:** 838 3272. **Telex:** 8 6083. **Cables:** Tokyoboeki Johannesburg.

**UME Pty Ltd**

**Head office:** Sacks Circle, PO Box 824, Bellville 7530. **Tel:** 95 1293, 95 2261. **Telex:** 570166. **Cables:** Smaller.

**Management:** P. K. Smaller (director), Mrs. S. Smaller (managing director), R. Halle (director). **Trading personnel:** Mr. Roos (accountant), Mr. Lessing (credit manager), Mr. Dennison (deputy general manager). **Established:** 1958. **Ownership:** Mrs. S. Smaller. **Subsidiary & associates:** C. P. Smaller Pty Ltd, Hilti SA.

**Activities:** Steel merchants.

**Products handled:** Steel—angles, channels, universal beams and columns, squares, reinforcing, CR and HR sheets, galvanized sheets, mild steel plates, special grade plates; special steels—shafting, axle, free cutting, bright, flats, key steel; fastenings; piping and tubing (black, galvanized and steam piping; square, rectangular and profile tubing). Also expanded metal, perforated plate, aluminium, welding equipment.

**Members of:** South African Institute of Steel Construction.

**V. E. Vernede & Co (Pty) Ltd**

**Address:** PO Box 73, Johannesburg. **Tel:** 53 6233. **Telex:** 8 6738. **Cables:** Vernedeco.

**Wesa (Pty) Ltd**

**Address:** PO Box 9400, Johannesburg. **Tel:** 609 10337. **Telex:** 87964.

# Spain

**Aceros Inoxidables SA**

**Head office:** C/Amadeo Torner s/n (Lado Zona Franca), Hospitalet de Llobregat, Barcelona. **Tel:** 331 03 16. **Telex:** 52464.

**Management:** Managers—J. L. Ortiz (general), L. Turro (sales), F. Hernaiz (office).

**Trading personnel:** Eflen Beltran Artes (50%), Manuel Umbert Bou (50%).

**Established:** 1969. **Capital:** Ptas 200 million. **Subsidiary & associates:** Accesorios Inoxidables SA (Phesa) (welded stainless steel tube manufacturer). **Branches:** Feixa Llarga (Barcelona), Villafranca (Barcelona), Madrid, Galdacano, Zaragoza, Seville, Valencia, Gijón, Vigo, Murcia, Gerona, Tarragona.

**Activities:** Import and distribution, stockist.

**Products handled:** Stainless steel plates, coil, tubes and fittings. Also aluminium plates, windows and doors.

**ALZ NV, Sucursal en España**

**Head office:** Muntaner 270, 5° A, Barcelona 21. **Tel:** 2092377. **Telex:** 53024.

**Management:** Joan Comas (managing director). **Trading personnel:** Emilio Sanchez (sales service). **Established:** 1964. **Subsidiary & associates:** Associated—ALZ NV, Genk, Belgium (stainless steel flat products).

**Activities:** Import and stockist.

**Products handled:** CR stainless steel sheets and strip.

**Companies represented on agency basis:** ALZ NV, Belgium.

## SPAIN

**Asturiana de Comércio Exterior SA (Acoex)**

**Head office:** Alvarez Garaya 3, 3°C, Gijon. **Tel:** 985 35 64 40. **Telex:** 87332.

**Cables:** Asturcomex.

**Management:** Javier Loring Armada (director). **Trading personnel:** Javier Suarez Llana, Carlos Remacha Lallana. **Established:** Two years (1980). **Capital:** Ptas 1 million. **Ownership:** Consignaciones Asturianas SA. **Subsidiary & associates:** Consignaciones Asturianas SA.

**Activities:** Import/export agency.

**Products handled:** Pig iron, steel products, wire, rolls, ferro-alloys. Also zinc metal; lead, zinc, copper and brass semis.

**Bilbao Steel SA**

**Head office:** Alameda de Urquijo 30-1°, Bilbao 10. **Tel:** 34 4 4437640, 34 4 4437787. **Telex:** 31413 bssa e.

**Management:** Elías Areilza and Angel Madinabeitia (managers). **Established:** 1973.

**Activities:** Import, export and import/export agency.

**Products handled:** Billets, blooms, slabs, cobble plates, rebars, wire rods, sections, beams, coils, all kind of plates and sheets.

**Bilbometal SA**

**Head office:** M<sup>a</sup> Díaz de Haro 10 bis, Bilbao 13. **Tel:** 4422100, 4422104. **Telex:** 31 461 biex e.

**Management:** Arturo Cormenzana (director). **Established:** 1976.

**Activities:** Import/export agency.

**Products handled:** Iron and steel products. Speciality—reinforcing bars, merchant bars, welded tubes. Areas covered: Belgium, Morocco, Tunisia, West Africa.

**Members of:** Agrupación Exportadores Metalúrgicos de Vizcaya (Agex).

**Blitz & Parser**

**Head office:** Goya 127, Madrid 9. **Tel:** 401 61 54. **Telex:** 27 550. **Cables:** Bliparser.

**Management:** Jacques Parser, Philippe Parser. **Trading personnel:** Gerardo Galan. **Established:** 1948.

**Activities:** Import/export, agency and stocks.

**Products handled:** All steel products from Arbed programme.

**Companies represented on agency basis:** TradeArbed†, Luxembourg; TrefilArbed, Luxembourg (wire ropes, etc.); TradeArbed Rails, Luxembourg (railway material); Sidmar—Maritieme Staalnijverheid NV, Belgium (steel plates); SA Fabrique de Fer de Charleroi, Belgium (heavy and medium plates).

## **CEITEX, S.L.** *The Spanish connection* *Buying Agents—Exporters*

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- UPN channels
- Special sections

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- CR and HR coils
- Seamless and welded tubular products
- Carbon and alloy steel
- Wire Mesh

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## SPAIN

**Buncosa**

**Head office:** Henao 60, Bilbao 9. **Tel:** 94 423 12 90, 94 423 20 56. **Telex:** 31 219.  
**Management:** Fernando Echaniz Orbea. **Established:** 1935 (new structure 1975).  
**Capital:** Ptas 10 million.  
**Activities:** Import/export.  
**Products handled:** Alloy steel, tinplate, special steels, stainless steel, reinforcing bars, pig iron, billets, blooms, slabs, beams and channels, CR sheets, plates, galvanized coil and sheets, bright wire, wire rods, tubes, angles and flats. Area covered: Spain.

**Caemi International SA**—see Caemi Internacional SA, Brazil

**Cavexsa—Cía Anonima Vasco-Europea de Exportación SA**

**Head office:** S/Vicente s/n, Edificio Albia 11, planta baja, Dpto. C, Bilbao 1. **Tel:** 4476600. **Telex:** 32315, 32475. **Cables:** Cavexsa.  
**Management:** Pedro Smith (presidente), Miguel Aguirre (vice presidente), Alberto Martinez G. Tablas (consejero delegado), Alejandro Smith (consejero). **Trading personnel:** Jesus Ramirez de Olano (responsible for France and South America), Joseba Ereño (USA, Canada and Turkey), José Ignacio San Vicente (Nordic countries and Comecon), Norberto Lavin (Africa and Middle East), Alberto Martinez G. Tablas (Germany, Rumania and China). **Established:** 1970. **Capital:** Ptas 150 million.  
**Ownership:** Forjas Alavesas SA (Foral), Aceros y Fundiciones del Norte, Pedro Orbegoiz y Cía SA (Posa), Aceros de Llodio SA (Allosa), Astilleros Españoles SA (Aesa), Babcock & Wilcox Española SA, Pedro Smith Prado, Miguel Aguirre Amayra, Alejandro Smith-Prado, Alberto Martinez G-Tablas. **Subsidiary & associates:** Cavexsa Deutschland GmbH†, Düsseldorf; Cavexsa France†, Enghien Les Bains, France; Cavexsa USA Inc, Chicago; Cavexsa (UK) Ltd†, London. All involved in selling special steels.  
**Activities:** Import/export.  
**Products handled:** High carbon steel, cold heading steels, constructional alloy steels, tool steel, spring steel, heat resisting steel, valve steel, sheet and strip, HR and forged bars, wire rods.  
**Companies represented on agency basis:** Cavexsa sells for the following Spanish producers—Forjas Alavesas SA (Foral); Aceros y Fundiciones del Norte, Pedro Orbegoiz y Cía SA (Posa); Aceros de Llodio SA (Allosa); Babcock & Wilcox Española SA; Astilleros Españoles SA (Aesa).

**Ceitex SL**

**Head office:** El Bachiller 27, Valencia 10. **Tel:** 369 70 12. **Telex:** 62299 etex e.  
**Activities:** Buying agents, exporters.  
**Products handled:** Billets, reinforcing bars, angles, wire rods, IPN joists, UPN channels, special sections, HR and CR sheets and plates, galvanized sheets and coils, CR and HR coils, seamless and welded tubular products, carbon and alloy steel, wire mesh.

For further details please see **Late Notes**.

**Celsa Intertrade SA**

**Head office:** Polígono Industrial Can Pelegrí, Km. 599.5 Ctra. Madrid, Apartado de Correos 4, San Andres de la Barca (Barcelona). **Tel:** 3 653 05 11. **Telex:** 52915 celsa e, 51885 tder e, 50576 rbar e. **Cables:** Celsa Martorell Barcelona.  
**Management:** F. Rubiralta (chairman), R. Hugas (general manager). **Trading personnel:** F. Rubiralta, R. Hugas, E. Sanchez, J. M. Estevez. **Established:** 1974.  
**Ownership:** Private.  
**Products handled:** Steel products.



## SPAIN

**Cepnasa—Comércio Exterior de Productos Nacionales SA**

**Head office:** Rosario Pino 6, Madrid 20. **Tel:** 2792339, 2798498. **Telex:** 23782 esisa e, 42086 cepn e.

**Management:** Rafaél Kindelán (president), J. L. González (general manager). **Trading personnel:** J. L. González, S. Silves. **Established:** 1975. **Capital:** Ptas 2 million. **Ownership:** Private.

**Activities:** Import and export of iron and steel products.

**Products handled:** Plain and deformed reinforcing bars, wire rods, steel sections (IPN, UPN, IPE, HEA, HEB, HEM, wide flange beams, I beams etc.), merchant bars (rounds, squares, hexagons, flat, equal angles, tees, channels, window sections, etc.), HR and CR flat products (sheet and coil), plates, galvanized (sheet and coil), electrolytic tinplate, pipes (welded, seamless), stainless steel (sheets, bars, tubes), semis (blooms, slabs, billets), special steels (constructional, carbon and tool).

**Cipmi—Cía Internacional de Productos Metalicos e Industriales SA**

**Head office:** Diagonal 482, Barcelona 6. **Tel:** 218 67 95. **Telex:** 51742, 52399 cipmi e. **Cables:** Cipmibarna.

**Management:** C. Bailly (general manager), J. Tapiou (director), R. Però (commercial manager). **Trading personnel:** P. de Talance, I. Serrano, J. Isaac, R. Romero. **Established:** 1969. **Capital:** Ptas 2 million. **Subsidiary & associates:** C.F.F., Paris (steel scrap); Coframetal, Vitrey sur Seine, France (non-ferrous metal scrap); Novacier, Begles, Toulouse, France (steel products).

**Activities:** Import/export agency.

**Products handled:** All steel mill products (including special steels). Also ferrous and non-ferrous scrap (import mainly).

**Companies represented on agency basis:** Belgian and French steel mills including Bourgeois, Besançon (electrical steel sheets).

**Members of:** Bureau International de la Récupération, Agrupación Nacional de la Recuperación, Unión Patronal Metalúrgica Cámara de Comercio Franco-Española (Barcelona).

**Industrias Polo Congregado SL**

**Head office:** General Varela 2, Madrid 20. **Tel:** 4 56 43 00. **Telex:** 22687 polo e, 43557 polo e. **Cables:** Congregado.

**Management:** Pedro Polo Congregado (president), Pedro Polo Regaña (director), José Luis Leonis Alvarez (director). **Trading personnel:** Pedro Herrero (manager, steel division). **Established:** 1955. **Capital:** Ptas 386 million. **Ownership:** See management. **Subsidiary & associates:** Valvulas, Tubos y Accesorios Especiales SL†, Cepafsa.

**Activities:** Import/export.

**Products handled:** Steel sheets, strip, tubes, pipes, flats, billets, etc.

**Hierros y Aceros Europeos SA**

**Head office:** Edificio Velázquez, Velázquez 150, Madrid 2. **Tel:** 2612900. **Telex:** 22906 haesa e, 23482 haema e. **Cables:** Hiaceros Madrid.

**Management:** Michael B. Strubell and Fernando Vega (joint managing directors), Antonio García (manager). **Trading personnel:** Michael B. Strubell (ferrous scrap, prime steel, steel semis, ferro-alloys, non-ferrous scrap and semis), Fernando Vega (prime steel, steel semis and ferrous scrap), Antonio García (prime steel, steel semis, ferro-alloys, non-ferrous scrap and semis). **Established:** 1967. **Capital:** Ptas 1 million. **Branches:** Gran Vía 53, Bilbao 11 (Juan Carlos Parlange, director; José Basterrechea, manager).

**Activities:** Import/export of prime steel, steel semis, ferrous scrap, non-ferrous scrap and semis as principals and on agency basis. No stocks carried.

**Products handled:** Prime rolled steel (HR coil and sheets, heavy plates, CR coil and sheets, structural sections, mild steel angles, squares, rounds, mild steel and high

## SPAIN

**Hierros y Aceros Europeos SA** (continued)

tensile reinforcing bars, galvanized coil and sheets, tinplate); steel semis (blooms, slabs and billets). Also ferrous and non-ferrous scrap and ferro-alloys.

**Companies represented on agency basis:** Companies in the Harlow & Jones Group in London, Antwerp, Duisburg, Milan, Stamford, Chicago, Johannesburg, Hong Kong, Manila, Cairo, Norway, Lausanne and Portugal.

**Members of:** Agrupación Nacional de la Recuperación, Bureau International de la Récupération, Institute of Scrap Iron & Steel.

**Hispacomin—SA Hispano Americana de Comércio Internacional**

**Head office:** Zurbano 76, Madrid 3. **Tel:** 4422900. **Telex:** 42149 naci e. **Cables:** Hispacomin.

**Management:** Juan Manuel Herrero Botas (board chairman), Jaime Armijo Navarro-Reverter (managing director). **Trading personnel:** José María Moreno de Barreda (steel industry), Carlos Cendra del Rivero (refractories), Federico Arriaga Riaza (thermal insulation). **Established:** 1956. **Capital:** Ptas 44 million. **Ownership:** Banco Urquijo, Banco Bilbao. **Subsidiary & associates:** Euromaquina SA (machine tools), Combustion-Stein-Astilleros SA (steam boilers and industrial furnaces), Impecable SA (industrial cleaning).

**Activities:** Exclusive representations of foreign and Spanish companies. No stocks carried.

**Products handled:** Wide range of steel products. Also rolling mills, processing lines, electric arc furnaces, shiploaders and ropeways, thermal insulation, refractories.

**Companies represented on agency basis:** Including Bethlehem Steel Corp, USA (all steel products) covering Spain.

**Hoesch SA**

**Address:** Pedro Muguruza 4-1, Madrid 16. **Tel:** 2505001. **Telex:** 22763.

**Imsidex SA**

**Address:** Castillo 66, 6th Floor, Madrid 1. **Tel:** 275 98 00. **Telex:** 27311 imdex e. **Cables:** Imsidexsa.

**A. Johnson & Co (España) AB**

**Head office:** Avenida de Brasil 7, Planta 5, Apartado 36.080, Madrid 20. **Tel:** 455 15 54. **Telex:** 27361 ajmad e.

**Management:** P. O. Tysklind (general manager). **Trading personnel:** J. M. Pérez Sánchez (sales manager). **Established:** 1967. **Branches:** Primo de Rivera 1, Santurce (Vizcaya); Calle Paris 79, Barcelona 29.

**Activities:** Import/export; stocks carried.

**Products handled:** Stainless steel in all forms.

**Companies represented on agency basis:** Avesta Jernverks AB, Sweden; Fagersta AB, Sweden.

**Kerenski SA**

**Head office:** Ercilla 24, 2º Dpto. 19, Bilbao 11. **Tel:** 415 80 77, 415 84 77. **Telex:** 31323 kere e.

**Management:** H. Kirbis (general manager). **Trading personnel:** M. I. Urrutia (import/export division). **Established:** 1978. **Capital:** Ptas 1 million.

**Activities:** Import/export.

## SPAIN

**Kerenski SA** (*continued*)

**Products handled:** Carbon steel bars and billets; iron, steel and SG iron castings in large series; scrap; etc.

**Companies represented on agency basis:** Vizcaluña SA (HR steel bars), Tucsa SA (calibrated steel bars), Guivisa SA (steel castings).

**Hijo de Juan A. Kirkland**

**Head office:** Iparraguirre 3, Bilbao 9. **Tel:** 423 60 30. **Telex:** Kirkland Bilbao.

**Management:** J. F. Kirkland (director), J. Kirkland (manager). **Trading personnel:** M. B. Kirkland (Spain, Gibraltar, Morocco, Ceuta and Melilla). **Established:** 1914.

**Ownership:** J. F. Kirkland.

**Activities:** Sales on agency basis (commissions). No stocks carried.

**Products handled:** Steel tubes in general. Areas covered: Spain, Gibraltar, Morocco, Ceuta, Melilla.

**Companies represented on agency basis:** British Steel Corp (Tubes) Ltd, UK.

**Marubeni Iberia SA**

**Head office:** Dr. Fleming 35, Primera Planta, PO Box 36234, Madrid 16. **Tel:** 250 03 19, 250 42 83, 250 50 81, 457 14 65. **Telex:** 27223. **Cables:** Marubeni Madrid.

**Offices:** Avenida Infanta Carlota, 74-78 D 4, Barcelona (Tel: 2590460, 3216149. Telex: 51823. Cables: Marubeni Barcelona).

**Mitsubishi España SA**

**Address:** Parque de las Naciones, Edificio Germania, Planta 13, Guzman el Bueno, 133 Madrid 3. **Tel:** 2333703. **Telex:** 27317. **Cables:** Mitsubishi Madrid.

**Management:** S. Furuyama (presidente).

**Mitsui & Co Europe (España) SA**

**Addresses:** Calle Orense 4, 7º, Madrid 20 (Apartado Aéreo 14190, Madrid) (Tel: 455 1500. Telex: 27201. Cables: Mitsui Madrid). c/o Commercial del Auto-Suministros, Avenida Real Monasterio de Sta. Maria de Poblet, Km 345250 Cuart de Poblet, Apartado 770, Valencia (Tel: 96 154 6200. Telex: 62780. Cables: Mitsui Valencia). San Elias 29-35, 3rd Floor B-4A, Barcelona 6 (Tel: 93 200 9566, 93 200 9834. Telex: 51897. Cables: Mitsui Barcelona). Juan Rejon 52, 3º, PO Box 2053, Las Palmas de Gran Canarias, Canary Islands (Tel: 2654200, 272139. Telex: 95343. Cables: Bussansha Laspalmas).

**Nissho-Iwai España SA**

**Address:** Calle Felix Boix, 8 Bajo, Madrid 16. **Tel:** 01 459 1850, 01 459 1854, 01 459 1858, 01 459 1862, 01 459 1866. **Telex:** 22795 nlsrk e. **Cables:** Nisshoiwai Madrid.

**Phibro Metales y Minerales SA**

**Address:** Apartado 50374, Madrid 4. **Tel:** 410 30 00. **Telex:** 27724 pbmad e, 22761 pbmad e. **Cables:** Phibrospan.

**Prometal SA**

**Head office:** Las Mercedes 25, 6º, Las Arenas-Guecho (Vizcaya). **Tel:** 94 464 27 00. **Telex:** 31229 prob e. **Cables:** Prometal.

## SPAIN

**Prometal SA** (continued)

**Management:** P. Prousek (chairman), J. M. Loredó (managing director). **Trading personnel:** J. C. Egusquiza (flat rolled products), J. J. Villoch (long products), I. Larroque (pipes and tubes), I. Moreno (area manager). **Established:** 1976. **Capital:** Ptas 30 million. **Ownership:** Private. **Subsidiary & associates:** Promsteel Inc., Houston (general steel trading); Prometal SA, Lisbon (general trading for steel, tubular products, aluminium and industrial equipment); Prometal Srl, Milan (general steel trading); Prometal Traders GmbH, Düsseldorf (general steel trading). **Branches:** Alberto Alcocer 38, Madrid 16 (Tel: 91 457 90 62. Telex: 42077 ipra e).

**Activities:** Import/export, agency.

**Products handled:** Pig iron, slabs and billets, wire rods, rebars, joists, channels, angles, flats, HR and CR coils, sheets and plates, galvanized sheets, tinplate, prepainted sheets, drawn bars, pipes and tubes.

**Companies represented on agency basis:** Ferromet, Prague (general agents for Spain); and a number of mills for other specific markets.

**Members of:** Agrupación de Exportadores Metalúrgicos, American Assn. for Imported Steel, American Petroleum Institute (API).

**Proside SA**

**Head office:** Av. Onésimo Redondo 118, Valencia 25. **Tel:** 349 3333. **Telex:** 64266 siva e.

**Management:** Federico Laverna (president), Luis Lucía (general director), Juan M. Lodares (technical director), Luis Ferrer (export manager). **Established:** 1972. **Capital:** Ptas 25 million. **Branches:** Núñez de Balboa 49, Madrid 1 (Tel: 276 7165. Telex: 23097 proa e).

**Activities:** Import/export, stocks carried.

**Products handled:** Plain mild steel reinforcing bars, deformed reinforcing bars, equal angles, flat bars, wire rods, standard and special sections (IPN/UPN/HEB/IPE), HR and CR sheets, seamless and welded tubular products, billets.

**Rhon Steel SA**

**Address:** PO Box 53 326, Madrid. **Tel:** 411 24 62. **Telex:** 44314.

**Aceros Roechling SA**

**Head office:** Torre Catalunya, Avda. Roma 2-4, Barcelona 14. **Tel:** 93 2247906-7. **Telex:** 50005 rsex e.

**Management:** Eckart W. Ax (director). **Trading personnel:** Eckart W. Ax, Ilse Redlich.

**Ownership:** Stahlwerke Röchling-Burbach GmbH, West Germany. **Subsidiary & associates:** All Röchling and Arbed agencies.

**Activities:** Export/import, no stocks carried.

**Products handled:** Special steels, forgings, tungsten carbides, tools.

**Companies represented on agency basis:** Stahlwerke Röchling-Burbach GmbH, West Germany; Röchling-Stahlexport GmbH, West Germany.

**Salzgitter Española SA**

**Head office:** Avenida Alberto Alcocer 46, duplicado, Madrid 16.

**Sandvik Española SA**

**Head office:** Avda. de San Pablo 36, Coslada (Madrid). **Tel:** 671 32 50. **Telex:** 23737 samim e. **Cables:** Sandvik Madrid.

**Management:** Managing director—S. Paues. Managers—C. Allueva (steel division), C. Rooth (Coromant division), P. Caballé (saws and tools division), E. Pires (production), F. Gracia (conveyer division). **Trading personnel:** J. R. Alonso (tubular products), L.



**SPAIN****Sandvik Española SA** (*continued*)

Lomander (strip and wire products), M. Garcia Asols (Coromant sales manager), L. Erikson (Coromant marketing manager), J. Marin (hardware and industrial product sales manager). **Established:** 1963. **Capital:** Ptas 500 million. **Ownership:** Sandvik AB, Sweden. **Subsidiary & associates:** Resistel SA, Barcelona (manufacture and marketing of stainless wire products and profiles). **Branches:** Diagonal 441, pral., Barcelona; Ibaibide 2, Las Arenas, Bilbao; Polígono Industrial Fuente del Jarro, Parcela 77, Paterna, Valencia; Ctra. Logroño Km. 5,8, Zaragoza; Plaza Industria 7 bajo, Vigo.

**Activities:** Import/export, manufacture and sales in Spain. Stocks of stainless tubes and fittings, also of stainless wire.

**Products handled:** Seamless and welded stainless tubes and fittings, stainless and carbon hollow bars, stainless welding wire, stainless spring wire, strip steel (intended for saws, valves, springs, etc.). Also carbide products, conveyers, saws and tools, hand tools.

**Companies represented on agency basis:** Fagersta AB, Sweden (high speed steel). From October 1980 exclusive agents for all Fagersta products such as—stainless strip steel, stainless welded tubes, stainless wire rods.

**Sideriberica SA**—see Siderexport SpA, Italy**Sumitomo Corp**

**Addresses:** Edificio Centro, Orense 11, 1º, Madrid 20 (Tel: 91 455 2614, 91 455 2615, 91 455 2621, 91 455 2623. Telex: 27587 sumit e. Cables: Sumitomo Madrid). Viladomat 319, 5º, Barcelona 29 (Tel: 93 321 40 12, 93 321 40 16. Telex: 52386 sumit e. Cables: Sumitomo Barcelona).

**Tamet Asofer SA**

**Head office:** Almagro 34, 3º, Madrid 4. **Tel:** 419 28 50. **Telex:** 42228.

**Established:** 1964. **Ownership:** Asoma—The Lissauer Group. **Branches:** Alameda Recalde 27, 8º, Bilbao 9.

**Activities:** General traders in steel, steel scrap, pig iron, ferrous and non-ferrous ores and concentrates, standard and high temperature alloys, major and minor metals, chemicals, etc.

**Products handled:** Angles, beams, pig iron, grain oriented steel, wire rods, plates.

**Tecnicom SA**

**Head office:** Ayala 120, Madrid 6. **Tel:** 225 75 61, 225 74 84. **Telex:** 27378 tecom e. **Cables:** Tecom Madrid.

**Management:** Xavier Jombart (general manager), Gerard Monsanson (administrative manager). **Trading personnel:** Managers—Gerard Monsanson (sales), Jose I. Puig (north Spain area), Manuel Benitez (department), Fernando Herrera (department).

**Established:** 1957. **Capital:** Ptas 8 million. **Ownership:** Daval SA, France (80%). Xavier Jombart (20%). **Subsidiary & associates:** Associated—Sacilor, Paris; Forges et Acieries de Dilling, West Germany. **Branches:** Bilbao.

**Activities:** Import/export.

**Products handled:** All steel products.

**Thyssen Iberica SA**—see Thyssen Stahlunion GmbH, West Germany

**DO NOT FORGET** to look in Late Notes for late entries and amendments

## SPAIN

**Titan Industrial de España SA**

**Address:** Torre de Madrid 10-7, Madrid 13. **Tel:** 341 241 0870. **Telex:** 27387.

**Tokyo Boeki Ltd**

**Address:** Pedro Muguruza 8, 6H, Madrid 16. **Tel:** 250 3587, 457 6614. **Telex:** 23228 tomas. **Cables:** Tokyoboeki Madrid.

**Tolox SA**

**Head office:** Academia 8, 3°C, Madrid. **Tel:** 91 227 96 23. **Telex:** 46736 tlox.  
**Cables:** Tolox.

**Management:** Carlos Pascual Alonso (president). **Trading personnel:** Ignacio Pascual Alonso (director), Katy Pfoertzsch. **Established:** 1979. **Capital:** Ptas 100,000.

**Activities:** Import/export agency.

**Products handled:** Steel—CR sheets, heavy plates, rebars, merchant bars, beams, tubes. Also non-ferrous metals and ferro-alloys.

**Tubexport—Tubos Españoles Unidos SA**

**Head office:** Gran Vía 81, 7 planta, Bilbao 11. **Tel:** 441 52 50. **Telex:** 31319, 31058 tuex e. **Cables:** Tubexport.

**Management:** José Enrique Larroque (general manager), Javier Achalandabaso and Fernando Goiricelaya (product managers), Jesús Alvarez Oteiza (controller), Javier Onaindia (shipping manager). **Established:** 1977. **Capital:** \$500,000.

**Activities:** Export agency.

**Products handled:** Seamless steel tubes.

**Companies represented on agency basis:** Tubos Reunidos SA (TR), Spain; Babcock & Wilcox Española SA, Spain.

**Uddeholm Aceros Especiales SA (formerly Uddeholm Ibérica SA)**

**Head office:** Tuset 19, Barcelona 6. **Tel:** 93 209 61 44. **Telex:** 52560.

**Management:** Managing director—Åke Jonsson. Managers—Fritz Brodin (sales, high speed steel), Gonzalo Obispo (sales, strip steel), Erik Johansson (sales, stainless steel), Rosa María Sanchez (administration). **Established:** 1977. **Capital:** Ptas 1 million.

**Ownership:** Uddeholms AB, Sweden.

**Activities:** Import and stock of stainless steel products.

**Products handled:** Stainless steel products—plates, tubes, fittings, strip, wire, bars and special qualities; strip and band saw steel; high speed steel in bars; ASP steel in bars.

**Válvulas, Tubos y Accesorios Especiales SL**

**Head office:** General Orgaz 19, Madrid. **Tel:** 2 79 92 00. **Telex:** 22687. **Cables:** Valta.

**Management:** Pedro Polo Congregado (president), Pedro Polo Regaña (director).

**Trading personnel:** Pedro Polo Regaña. **Established:** 1970. **Capital:** Ptas 7,500,000. **Ownership:** See management. **Subsidiary & associates:** Industrias Polo Congregado SLt, Cepafsa.

**Activities:** Import/export.

**Products handled:** Tubes, pipes, fittings, valves, etc.

**Sigurd Voss, CCC-Delegate in Spain**

**Head office:** Edificio El Abra, Calle las Mercedes 23-6, Las Arenas, Vizcaya. **Tel:** 34 4 4632688. **Telex:** 31294. **Cables:** Vossstahl Algorta.

**SPAIN****Sigurd Voss** (*continued*)

**Management:** Sigurd Voss. **Established:** 1964. **Ownership:** Coutinho, Caro & Co†, West Germany.

**Activities:** Steel export and import agency, sales promotion office.

**Products handled:** Iron and steel products.

## Sri Lanka

**Cornel & Co Ltd**

**Address:** 16 Alfred Place, Colombo 3. **Tel:** 20 407, 20 422. **Telex:** 1224 cornel.

**Cables:** Cornel Colombo.

**Mackwoods Ltd**

**Head office:** 297 Union Place, PO Box 91, Colombo 2. **Tel:** 32941. **Telex:** 1153. **Cables:** Mackwoods Colombo.

**Management:** J. A. Leembruggen (chairman), L. L. Samarasinghe (managing director), M. D. de Silva (director, secretary), Upali Mahanama (director, imports). **Trading personnel:** Upali Mahanama (director in charge), Mahen Perera (trading executive for iron and steel products). **Established:** 1841. **Capital:** Paid-up: Rs 250 million.

**Ownership:** Private limited liability company. **Subsidiary & associates:** Subsidiary—Mackwoods Industries Ltd (manufacturers and distributors of pharmaceuticals). Associates—Mackwoods Estates & Agencies Ltd, Mackwoods International Travels Ltd, Mackwoods Foods Ltd.

**Activities:** Import/export, stockists and indenting agents.

**Products handled:** Mild steel angles, channels and plates; black and galvanized pipes and sheets.

**Companies represented on agency basis:** GKN Millsteel Pty Ltd, South Africa; Tisco International SA†, South Africa; C. Itoh & Co Ltd†, Japan; Round Oak Steel Works Ltd, UK.

**The Maharaja Organisation Ltd**

**Head office:** 54 Bankshall Street, Colombo 11. **Tel:** 23603-6. **Telex:** 1163 maharaja cbo. **Cables:** Eveready Eximco.

**Established:** 1967. **Ownership:** Private limited liability. **Subsidiary & associates:** Affiliated with Asoma—The Lissauer Group.

**Activities:** Importers, exporters, manufacturers, distributors.

**Products handled:** Steel sheets, strip, coil and sections.

**Senarath Products Co**

**Head office:** Lumbini Road, Dalugama. **Sales office:** 221 Panchikawatta Road, PO Box 382, Colombo 10. **Tel:** Colombo 32305, 36232. **Cables:** Wingard Colombo.

**Management:** D. J. Senarath (managing director), K. Senarath (secretary), S. P. Senarath (sales director). **Established:** 1946. **Capital:** Rs 200,000. **Ownership:** Private partnership company. **Subsidiary & associates:** Universal Spares Co (handling motor spares, machine spares, tools and equipment, steel. Representing Flather Halesown Exports Ltd).

**Activities:** Import/export agency; manufacturer's representatives (stocks are not carried at present due to import restrictions).

**Products handled:** Steel products including tinplate. Also raw materials, fasteners, tools, general hardware, building materials, machinery, etc. Area covered: Sri Lanka.

**Companies represented on agency basis:** Stelco Inc, Canada (steel products) covering Sri Lanka; Automotive Hardware Ltd, Canada (fastener products).

## SRI LANKA

**E. W. De Zoysa & Sons**

**Head office:** 54/3/4, Australia Buildings, York Street, Fort, Colombo 1. **Tel:** 21853, 96203. **Telex:** Bruce Colombo. **Cables:** Califate.

**Management:** Partners—E. W. De Zoysa (senior, manager), Y. F. De Zoysa (assistant manager), R. N. L. De Zoysa (office manager), C. L. De Zoysa (training). **Trading personnel:** D. W. L. Lieversz (sales engineer), C. M. Mendis (manager, agency department 1), V. Jebamoney (assistant manager, agency department 1). **Established:** 1971.

**Capital:** Rs 30 million. **Ownership:** Partnership. **Branches:** Kandy.

**Activities:** Import, stocks carried; engineers and contractors.

**Products handled:** Electric transmission line materials (steel towers and tubes), electric distribution materials, power and telecommunication cables and accessories, steel water mains and equipment, general electrical accessories.

**Companies represented on agency basis:** Including British Steel Corp (Tubes) Export Ltd, UK.

## Sudan

**Al Magboul Bros. Corp Ltd**

**Head office:** PO Box 1593, Khartoum. **Tel:** 76425, 72583. **Telex:** 377 A/B alzafer km. **Cables:** Alzafer Khartoum.

**Management:** Z. I. Almagboul (managing director), N. Z. Almagboul (projects and marketing), M. Z. Almagboul (trading and administration). **Trading personnel:** I. M. Arabi (general manager), H. I. Abuzied (agricultural department), E. A. Eltayeb (steel products). **Established:** 1963. **Capital:** S£1 million. **Ownership:** See management.

**Subsidiary & associates:** Zoheir Enterprises Co Ltd (transport and warehousing), Fire Protection Services Co Ltd (fire fighting equipment). **Branches:** Port Sudan, Gedarif.

**Activities:** Import, stockist and manufacturers' representative.

**Products handled:** Steel products and related items. Also agricultural machinery and implements, agro-chemicals, fertilisers, etc.

**Companies represented on agency basis:** Including Republic Steel Corp, USA.

**State Trading Corp**

**Address:** PO Box 211, Khartoum. **Tel:** 78555. **Telex:** 311. **Cables:** Statcoe.

**Activities:** Import/export.

**Products handled:** Steel and metals.

## Surinam

**NV Parimex**

**Head office:** Grote Hofstraat 5, Paramaribo. **Tel:** 73908. **Cables:** Treurniet.

**Management:** H. O. Treurniet (director). **Trading personnel:** A. Tjin A. Loy (project engineering). **Established:** 1977. **Capital:** US\$100,000.

**Activities:** Import agency, limited stocks.

**Products handled:** Building materials.

**Companies represented on agency basis:** Republic Steel Corp, USA.



# Sweden

## Acero Stål AB

**Head office:** Rudbecksgatan 9, S 722 16 Västerås. **Tel:** 21 12 00 50. **Telex:** 40636 acero s.

**Management:** Bo Landin (general manager). **Trading personnel:** See management. **Established:** 1972. **Capital:** SwKr 50,000. **Ownership:** SA Echevarría, Spain (40%). Swedish interest (60%). **Subsidiary & associates:** AB Focast, Västerås, Sweden (main activities, forgings and castings).

**Activities:** Import/export agency, stainless steels stocks carried.

**Products handled:** Commercial steels, carbon steels, low alloy steels, stainless steels.

**Companies represented on agency basis:** SA Echevarría, Spain; and Nueva Montaña Quijano SA (Nuquisa), Spain covering Sweden, Norway, Denmark, Finland; Babcock & Wilcox Española SA, Spain covering Sweden.

## Nils Ahlgren AB

**Head office:** Skeppsbron 20, S 111 30 Stockholm. **Tel:** 46 8 23 16 75. **Telex:** 10367 ahlgren s.

**Management:** Gunnar Nordlöf (managing director), Rolf Ljungqvist (marketing director). **Trading personnel:** Karl Eriksson (sales manager, hardware and export, Finland), Hans Kvart (sales manager, imported steel products). **Established:** 1934. **Capital:** SwKr 500,000. **Ownership:** Kull & Hallberg AB, Sweden (stockholder of steel wire ropes and galvanizers). **Branches:** Norrköping.

**Activities:** Stockholder in Stockholm and Norrköping; export agency, Finland; import agency, Sweden.

**Products handled:** Stocks—nails, wire netting, fencing, steel wire, buckets, chains, barrows and some assorted commercial steel; covering Sweden. Export—HR steel products, cold drawn steel products; covering Finland. Import—wire rods, drawn wire, CR strip, cold drawn seamless tubes, industrial tubes.

**Companies represented on agency basis:** Covering Finland—Hallstahammars AB, Sweden. Covering Sweden—Thy-Marcinelle et Providence, Belgium (wire rods); Chiers-Chatillon-Gorcy, France (drawn wire); Tréfileries de Xertigny, France (fine wire); Laminaires à Froid de Thionville, France (CR strip); Manfred Schumacher, West Germany (cold drawn seamless tubes); Hoberg & Driesch, West Germany (industrial tubes).

## Ahlsell Intertrade AB

**Head office:** Hammarbyvägen 37, S 104 60 Stockholm (Box 81557, S 104 82 Stockholm). **Tel:** 46 8 140100. **Telex:** 19131 alsel s. **Cables:** Ahlsell Intertrade.

**Management:** Torsten Lilja (chairman), Göran Sparring (project manager, Nigeria), Roland Sandå (area manager, Nigeria). **Trading personnel:** Werner Schiemann (all countries), Rolf Carlsson. **Established:** 1978. **Capital:** SwKr 200,000. **Ownership:** Ahlsell AB. **Subsidiary & associates:** Haastrup Industries (W.A.) Ltdt, Port Harcourt, Nigeria (importers/stockists).

**Activities:** Export/trading, stocks carried by associated Swedish/Nigerian company.

**Products handled:** All iron and steel products including stainless. Also metals. Area covered: Worldwide.

**Members of:** Swedish Export Council.

## Ahlsell Stålgrossisten AB

**Head office:** Hammarbyvägen 25, Box 11108, S 100 61 Stockholm. **Tel:** 46 8 743 01 20. **Telex:** 17180. **Cables:** Ahlsells.

**Management:** Bertil Holmberg (president), Ulf Johannisson (financial director), Jan Larde (technical director), Bertil Rzepka (marketing manager, metals and stainless).

## SWEDEN

**Ahlsell Stålgrossisten AB** (continued)

**Trading personnel:** Steel sales—Åke Brundin (Stockholm), Jan Ekelöf (Gothenburg), Hans Eriksson (Malmö), Ted Jarroff (Västerås); steel purchasing—Per-Osse Sandberg (cold rolled products), Olle Tausis (hot rolled products), Sören Bergström (hot rolled products); stainless—Bertil Rzepka; metals—Lennart Södergren. **Established:** 1978. **Capital:** SwKr 40 million. **Ownership:** Ahlsell AB (50%); SSAB Svenskt Stål AB (50%). **Subsidiary & associates:** Brosön AB (wholesaler, tubes and profiles from steel and aluminium), Abrahamssons Järnaffär (steel wholesaler), Perforerad Plåt AB (specialising in perforation of sheets and plates of different materials for industrial purposes).

**Activities:** Import/export, trading; stockholding with two steel service centres with flame cutting, shot blasting and prepainting, and one steel service centre with slitting and cutting-to-length.

**Products handled:** All iron and steel products including stainless. Also metals. Area covered: All countries.

**Members of:** Swedish Export Council, Swedish Steel Stockholders Federation JBG, Swedish Wholesalers Assn.

**C. A. Åmark AB**

**Head office:** Grev Turegatan 2, PO Box 7618, S 103 94 Stockholm. **Tel:** 08 24 32 65. **Telex:** 11088 amark s. **Cables:** Amarksteel.

**Management:** K. C. Taylor (managing director). **Trading personnel:** R. Lazaroff (sales manager), Mrs. L. Ljungberg (administration manager). **Established:** 1957. **Capital:** SwKr 300,000. **Ownership:** Main shareholder—U. Friberg and family. **Subsidiary & associates:** Intermetall AB (subsidiary).

**Activities:** Import/export agency and stockholder.

**Products handled:** CR/HR coil and sheets, galvanized coil and sheets, welded tubes (galvanized/Rilsan coated, cold drawn and seamless), stainless steel bars and tool steel, CR/HR strip.

**Companies represented on agency basis:** Ductile Steels Ltd, UK (CR/HR strip); Monmore Tubes Ltd, UK (welded tubes, galvanized/Rilsan coated); Newmans Tubes Ltd, UK (welded and seamless tubes); Ensidesa—Empresa Nacional Siderúrgica SA, Spain (CR/HR coil and sheets, galvanized coil and sheets); Osborn Steels Ltd, UK (stainless steels and high speed and alloy tool steels). Co-operation with BSC Strip Mills Division.

**Associated Swedish Steels AB**

**Head office:** Vasagatan 8-10, PO Box 413, S 101 25 Stockholm 1. **Tel:** 24 88 30. **Telex:** 10476. **Cables:** Assabsteel Stockholm.

**Management:** Sven Gustavsson (managing director), Håkan Helander (finance and administration), Bengt E. Wijk (marketing manager), Nils Olof Adler (general manager).

**Established:** 1945. **Capital:** SwKr 1,500,000. **Ownership:** Uddeholms AB.

**Subsidiary & associates:** Service and distribution of special steels—Associated Swedish Steels (Aust.) Pty Ltd†, Richmond, Australia; Associated Swedish Steels (Japan) Ltd†, Tokyo; Aceros Assab de México SA de CV†, Mexico; Associated Swedish Steels AB†, Tehran; Associated Swedish Steels (Singapore) Pte Ltd†, Singapore.

**Activities:** Export of special steels to Latin America (except Brazil), Africa, Asia, Australia and New Zealand with local stocks in all major areas.

**Products handled:** Full range of special steels. Foremost specialities are tool and die steels, stainless specialities for demanding applications, precision CR strip like saw steels, razor blade steels, valve steels, high speed steels, machinery steels and wire products.

**Companies represented on agency basis:** Although owned by Uddeholm, also works on an agency basis for the Nyby Uddeholm AB, Uddeholm Strip Steel AB, AB Garphytte Bruk and other Swedish steel mills. Product lines and market areas as above.

## SWEDEN

**Harald Björkgren AB**

**Head office:** Box 134, S 182 12 Danderyd. **Tel:** 08 7533470. **Telex:** 14048.

**Management:** Mats Björkgren (managing director). **Trading personnel:** Leif Högberg (sales—mechanical parts, steels, metals). **Established:** 1925. **Capital:** SwKr 100,000. **Ownership:** See management. **Subsidiary & associates:** Däumichen Metall AB† (stainless steel pipes, lead, tin and aluminium products).

**Activities:** Imports, limited stocks.

**Products handled:** Pipes, sheets, strip of all metals; special alloys for investment castings; heat resisting alloys; fine mechanical parts and precision metal products.

**Companies represented on agency basis:** Ross & Catherall Ltd, UK (special heat resisting alloys).

**British Steel Corp Svenska AB**

**Head office:** Götgatan 10, S 411 05 Gothenburg. **Tel:** 031 800770. **Telex:** 27350.

**Management:** B. R. Morris (managing director), Sten Herngren (vice managing director). **Trading personnel:** Bryan Morris (flat rolled products), Ove Janson (flat rolled products), Sten Herngren (billets, bars, rods, stainless), Anders Regné (stainless, narrow strip), Bo Seborn (tubes and sections), Hans-Erik Almgren (tubes and sections).

**Established:** 1973. **Capital:** SwKr 50,000. **Ownership:** British Steel Corp (International) Ltd, UK. **Subsidiary & associates:** Company is a subsidiary of BSC (International) Ltd and thus associated with all member units of the British Steel Corp.

**Activities:** Import agency, no stocks carried.

**Products handled:** Steel products—sheets (CR, HR and galvanized), plates, billets, wire rods, bars, stainless (sheets, plates, strip), rectangular hollow sections, steel tubes, HR open sections, narrow strip, aluminized sheets.

**Companies represented on agency basis:** British Steel Corp (BSC), UK (products as above) covering Sweden; Coated Metals Ltd, UK (aluminized sheets) covering Sweden.

**Cevece Montan AB**

**Head office:** Östra Hamngatan 26-8, PO Box 171, S 401 22 Gothenburg. **Tel:** 46 31 803680. **Telex:** 2241. **Cables:** Cevemetall.

**Management:** Managing directors—Paul van der Vliet, Charles van der Vliet. **Trading personnel:** Alban Carlbom, Bo Carlsson, Klas Nolby, Lars Hällegårdh, Kerstin Björkman. **Established:** 1962. **Ownership:** Member of the CCC group.

**Activities:** Steel exports and imports; import/export agency.

**Products handled:** Iron and steel products. Also non-ferrous metal products.

**DO NOT FORGET** to look in Late Notes for late entries and amendments

**SCANDINAVIAN STEEL AB**

Box 16329, S-10326 Stockholm  
Tel. 08-23 4115, Telex 19841

*specialists in*

**stainless and nickel alloyed scraps, primary  
nickel, ferro alloys etc.**

*experts in*

**the reclamation and extraction of metal from grindings,  
slags and other residues arising within the steel industry**

## SWEDEN

**Däumichen Metall AB**

**Head office:** Box 134, S 182 12 Danderyd. **Tel:** 08 7533470. **Telex:** 14048.

**Management:** Hans Kinnvall (managing director). **Trading personnel:** Herbert Däumichen (sales, steel and metals). **Established:** 1895. **Capital:** SwKr 50,000. **Ownership:** Harald Björkgren AB†. G. Kinnvall AB.

**Activities:** Imports, limited stocks.

**Products handled:** Stainless steel pipes, lead and tin products.

**Companies represented on agency basis:** Schoeller Werk KG, West Germany.

**Bröderna Edstrand AB**

**Head office:** Box 225, S 201 22 Malmö. **Tel:** 040 934100. **Telex:** 32103, 33125. **Cables:** Edstrandsbolag.

**Management:** Per Edstrand (managing director), Carl-Axel Andrén (deputy managing director). **Established:** 1885. **Capital:** SwKr 60 million. **Ownership:** Shares quoted on the Stock Exchange, Stockholm. **Subsidiary & associates:** Bröderna Edstrands Stockholms AB, Stockholm; Bröderna Edstrands Göteborgs AB, Gothenburg; Bröderna Edstrands Jönköpings AB, Jönköping; Bröderna Edstrands Norrköpings AB, Norrköping; Bröderna Edstrands Sundsvalls AB, Sundsvall.

**Activities:** Imports, stockholders.

**Products handled:** Rolled steel products.

**Members of:** Svenska Järn- och Balkgrossisters Förening, Steel Service Center Institute.

**Aug. Eklöw AB**

**Head office:** PO Box 23086, S 104 35 Stockholm. **Tel:** 08 23 06 20. **Telex:** 19019.

**Cables:** Eklowbolaget.

**Management:** Jan Eklöw (president). **Trading personnel:** Olle Bohr (manager, steel department). **Established:** 1898. **Capital:** SwKr 2 million. **Subsidiary & associates:** Aug. Eklöw A/S, Copenhagen; Aug. Eklöw A/S, Oslo; Aug. Eklöw Ltd, Tokyo; Aug. Eklöw AB, Seoul; Scanek Oy, Turku, Finland.

**Activities:** Import agencies; no-stock.

**Products handled:** Flat steel products including CR, HR, electrical, galvanized and stainless steel sheets and coil.

**Elkem-Spigerverket AB**

**Address:** Langholmsgatan 21, S 117 33 Stockholm. **Tel:** 8 69 09 35. **Telex:** 17373.

**ES-Lysbro AB**

**Address:** Stallbacksgård 16, PO Box 29, S 611 00 Nyköping. **Tel:** 155 86 308.

**Estel Scandia AB**

**Address:** Brahegatan 47, S 102 40 Stockholm 5. **Tel:** 08 23 02 65. **Telex:** 11112.

**Eurinter Svenska AB**

**Head office:** Strömkarlsvägen 60, S 161 38 Bromma. **Tel:** 08 259922, 08 259988. **Telex:** 12152.

**Management:** Hans Björkman. **Established:** 1976. **Capital:** SwKr 200,000. **Ownership:** Eurinter SA†, Belgium.

**Activities:** Import from parent company in Belgium for sale to Swedish industry. No stocks at present, small stocks contemplated.



**SWEDEN****Eurinter Svenska AB** *(continued)*

**Products handled:** Galbest (galvanized material in coils and sheets), Estetic (prepainted material in coils and sheets on basis galvanized or cold rolled material), Skinplate (laminated material in coils and sheets on basis galvanized, cold rolled or aluminium basis).

**Fondmetall AB**

**Head office:** Kyrkogatan 44, S 411 15 Gothenburg. **Tel:** 031 17 02 85. **Telex:** 21152 fondmet s.

**Management:** Anders J. Löfberg (chairman and managing director). **Trading personnel:** Anders J. Löfberg (ferro-alloys), Mrs. Britt Gustawsson (stainless steel and mild steel). **Established:** 1979. **Ownership:** Anders J. Löfberg; Robern Trading BV. **Subsidiary & associates:** Robern International Inc't, New York; Robern Steel Ltd't, London (trading steel).

**Activities:** International trading, stocks carried.

**Products handled:** Carbon steels (plates, sheets, bars and wire rods), stainless steel (plates, sheets, wire).

**Elof Hansson**

**Head office:** Första Långgatan 19, S 413 27 Gothenburg. **Tel:** 031 12 46 00. **Telex:** 2530. **Cables:** Elofsteel.

**Management:** Bo Elof Hansson (president), Rune Frankby, Sigvard Hüllert, Ebbe Krook (executive vice president), Bendix Morsten. **Trading personnel:** K. G. Karlsson, K. Sjögren, Chr. Jacobsson. **Established:** 1897. **Ownership:** Bo Elof Hansson. **Subsidiary & associates:** Subsidiaries—Australia, Brazil, Denmark, Finland, France, India, Iran, Italy, Japan, Norway, Spain, Switzerland, UK, USA.

**Activities:** Export.

**Products handled:** Steel products.

**Heléns Rör AB**

**Head office:** PO Box 101, S 301 02 Halmstad. **Tel:** 35 36 000. **Telex:** 38150.

**Management:** T. Nord (managing director), D. Nordmeyer (vice managing director). **Trading personnel:** S. Ohlsson (Sweden), P. Ohlsson (non socialist countries), N. AÅberg (socialist countries). **Established:** 1960. **Capital:** SwKr 3 million. **Subsidiary & associates:** Heléns Rör A/S, Lilleström/Oslo (tube trader); Rörgruppen A/S, Copenhagen (tube trader).

**Activities:** Import/export; stocks.

**Products handled:** All kinds of tubes and pipes, profiles and plates.

**Companies represented on agency basis:** Benteler-Werke AG, West Germany for Scandinavia; Paderwerk Gebr. Benteler, West Germany for Scandinavia; Copperweld Corp, USA for Scandinavia; Rautaruukki Oy, Finland for Sweden; Nyby Uddeholm, Sweden for Rumania.

**Intermetall AB**—see C. A. Åmark AB**C. Itoh & Co Ltd**

**Address:** Rålambsvägen 7, S 112 59 Stockholm. **Tel:** 08 130875. **Telex:** 19100 citoh s. **Cables:** Citoh Stockholm.

**A. Johnson & Co HAB**

**Head office:** Jakobsbergsgatan 7, PO Box 7714, S 103 95 Stockholm. **Tel:** 08 22 05 00. **Telex:** 17100 johnson s. **Cables:** Johnsons.

## SWEDEN

**A. Johnson & Co HAB** (*continued*)

**Management:** P. Göran Ennerfelt (president). **Established:** 1873. **Ownership:** Member of the Axel Johnson group.

**Activities:** Import/export agency.

**Products handled:** Stainless steel plates, sheets, tubes, valves, welding electrodes and wire.

**Companies represented on agency basis:** Avesta Jernverks AB, Sweden.

**Axel Johnson Steel AB**

**Head office:** Jakobsbergsgatan 7, Box 7714, S 103 95 Stockholm. **Tel:** 08 22 05 00. **Telex:** 17100. **Cables:** Johnsons.

**Management:** Hans Hellspong (president), Jan Kuylenstierna (executive vice president), Rolf Lagerman (area manager, Stockholm), Allan L. Persson (area manager, Malmö), Nils Åke Swanlund (area manager, Gothenburg), Sigurd Nässel (deputy area manager, Malmö). **Trading personnel:** Sales managers—Bo Nilsson (stainless steel, Stockholm), Lars Whalström (stainless steel, Stockholm), Jan Erik Dahlin (ordinary steel, Stockholm), Ulf Robertsson (ordinary steel, Gothenburg). Product managers—Lennart Granat (marine steel castings, Gothenburg), Göran Carlunger (steel castings, Gothenburg). **Established:** 1978. **Capital:** SwKr 1 million. **Ownership:** Wholly-owned subsidiary of A. Johnson & Co HABt, Sweden.

**Activities:** Steel, aluminium and steel casting wholesaler in Sweden, representing leading Swedish and European mills. Complete stock of stainless and ordinary steel.

**Products handled:** Full programme of stainless steel including special qualities, pre-fabricated products, forgings, welding material and pickling paste; and ordinary steel including sheets, plates, bars, beams and reinforcement bars and nets. Also aluminium sheets and plates and steel castings. Area covered: Sweden.

**Companies represented on agency basis:** Avesta Jernverks AB, Sweden (stainless steel products); Inoxium SA, France (stainless steel sheets); Aços Villares SA, Brazil (stainless steel bars); Centrozap, Poland (prefabricated casting steel products); and A/S Norsk Jernverk, Norway (pig iron); covering Sweden. Centromor, Poland (steel castings).

**AB John E. Johnson**—see Thyssen Stahlunion GmbH, West Germany

**G. Kinnvall AB**

**Head office:** PO Box 134, S 182 12 Danderyd. **Tel:** 08 7533470. **Telex:** 14048.

**Management:** Hans Kinnvall. **Established:** 1940. **Capital:** SwKr 50,000.

**Activities:** Import. Stocks are available for the Scandinavian market.

**Products handled:** Stainless steel tubes in small dimensions for hypodermic and experimental purposes, etc.

**Kjellbergs Successors AB**

**Head office:** PO Box 8301, S 104 20 Stockholm. **Tel:** 08 54 07 00. **Telex:** 19977 kab s. **Cables:** Kjellbergs.

**Management:** Bengt Hammarskiöld (president). **Trading personnel:** Ulf Graneborg (KAB, Stockholm), Selim Habib (ESTC, Cairo), Anwar Harik (KAB, Beirut), Se Bang-Oh (KAB, Seoul), K. Tapper (KKK, Tokyo). **Established:** 1890. **Capital:** SwKr 3 million.

**Ownership:** A. Johnson & Co HABt, Sweden. **Subsidiary & associates:** Kjellberg Kabushiki Kaisha (KKK)t, Tokyo (subsidiary company, agencies, heavy industrial equipment); The Egyptian-Swedish Trading Co (ESTC)t, Cairo (affiliated company, agencies, heavy industrial equipment, including stainless steel products). **Branches:** Kjellbergs Successors AB (KAB), Beirut (agencies for stainless steel and industrial equipment); Kjellbergs Successors AB (KAB)t, Seoul (stainless steel and industrial equipment).

**Activities:** Trading house—import and export activities.

**SWEDEN****Kjellbergs Successors AB** *(continued)*

**Products handled:** Export—stainless steel flat products and valves, stainless steel welded tubes, tubes and fittings; import—textile products, medical instruments, miscellaneous consumer goods.

**Companies represented on agency basis:** Avesta Jernverks AB, Sweden (stainless steel flat products and valves); Fagersta AB, Sweden (stainless steel welded tubes); A. G. Johanssons Metallfabrik AB (tubes and fittings); AB Bröderna Ekbergs Verkstäder (tubes and fittings). Market areas covered: Egypt and Middle East.

**Legostål Industripoolen AB**

**Head office:** PO Box 469, S 401 27 Gothenburg. **Tel:** 031 124075. **Telex:** 27516 legos s.

**Management:** Claes-Göran Jarl (managing director), Leif Fredriksson (chairman), Jean-Paul Genty (export manager). **Trading personnel:** Leif Fredriksson (import/export, Swedish market), Jean-Paul Genty (export, overseas market).

**Established:** 1977. **Capital:** SwKr 50,000 (plus 50,000). **Ownership:** Claes-Göran (45%), Leif Fredriksson (45%), Jean-Paul Genty (10%). **Branches:** Legostål Industripoolen i Arboga AB, Arboga (Capital: SwKr 50,000).

**Activities:** Import, export and home market. Small stocks are carried, 1,000-2,000 tons.

**Products handled:** Prime and second choice, coils and sheets (CR and galvanized), HR plates, stainless steel, tubes, semis, wire rods, bars (round and square).

**Lival & Co AB**

**Head office:** Box 2544, S 403 17 Gothenburg. **Tel:** 031 176800. **Telex:** 2368. **Cables:** Lival.

**Management:** Bertil Jonason (managing director). **Trading personnel:** Sales—Eric Axelsson (commercial steel), Ulf Björklund (drawn wire), David Engström (CR plates), Kjell Kidner (special screws), Yngve Jacobson (castings), Per Norlander (special steel).

**Established:** 1968. **Capital:** SwKr 300,000. **Ownership:** Davalt, France (75%).

**Subsidiary & associates:** Smith & Stensson AB, Gothenburg.

**Products handled:** Steel, including commercial and special; wire; castings; etc.

**Marubeni Scandinavia AB**

**Head office:** Regeringsgatan 30, PO Box 16128, S 103 23 Stockholm 16. **Tel:** 08 24 57 25. **Telex:** 17 223. **Cables:** Marubeni Stockholm.

**Metall-Montan AB**

**Head office:** Kungstensg. 38, Postbox 45 149, S 104 30 Stockholm. **Tel:** 468 24 04 80. **Telex:** 130 50 metmo s. **Cables:** Metmo Stockholm.

**Established:** 1933. **Ownership:** Asoma—The Lissauer Group.

**Activities:** General traders in steel, steel scrap, pig iron, ferrous and non-ferrous ores and concentrates, standard and high temperature alloys, major and minor metals, chemicals, etc.

**Products handled:** Semi-finished steel, bars, structurals, HR and CR products, wire rods, wire products, tubulars.

**Mitsui & Co Europe (Scandinavia) AB**

**Addresses:** Malmkillnadsgatan 48a, S 111 57 Stockholm (Tel: 08 23 46 70. Telex: 10557. Cables: Mitsui Stockholm). Liaison representatives—Keskuskatu 1b, SF 00100 Helsinki 10, Finland (Tel: 629584, 629586, 629674, 629791. Telex: 123313. Cables: Mitsui Helsinki); Haakon VII's Gate 5, Oslo 1 (PO Box 1821-Vika, Oslo) Norway (Tel:

## SWEDEN

**Mitsui & Co Europe (Scandinavia) AB** *(continued)*

412944-5, 413479. Telex: 18282. Cables: Mitsui Oslo); c/o Coast Center Base Ltd, N 5363 Agotnes (Agotnes, Sotra, N 5001 Bergen) Norway (Tel: 05 216680. Telex: 42835. Cables: Mitsui Bergen).

**Rolate Metall AB**

**Address:** Stockholmsvägen 37, S 194 00 Upplands Väsby.

**Sandvik Svenska Försäljnings AB**

**Head office:** Fack, S 126 12 Stockholm. **Tel:** 08 7442800. **Telex:** 19021.

**Management:** Carl-Olof Henrikson (chairman), Bo Lundquist (managing director), Jan-Erik Sjögren (deputy managing director), Einar Sjöberg (trade union representative), Willy Hefvelin (deputy trade union representative). **Trading personnel:** Marketing managers—Jan-Erik Sjögren (steel division), Claes Rixon (saws and tools division), Hans T. Aurell (Coromant tools division), Åke Ström (wear parts division).

**Established:** 1974. **Capital:** SwKr 5 million. **Ownership:** Wholly-owned subsidiary of Sandvik AB, Sweden.

**Activities:** Sales and marketing of Sandvik products on the Swedish market.

**Products handled:** Steel, wear parts, Coromant tools and saws and tools.

**Members of:** Svenska Järnbruksförbundet.

**Sedin & Schmidt AB**

**Head office:** Kungspassagen, Entrance A, S 411 15 Gothenburg. **Tel:** 031 13 59 35.

**Telex:** 20714 steeltr s. **Cables:** Steeltrade.

**Management:** G. Schmidt, C. L. Sedin. **Trading personnel:** G. Schmidt and A. Stjernström (iron and steel). **Established:** 1963. **Capital:** SwKr 300,000.

**Ownership:** See management.

**Activities:** Import, import agency.

**Products handled:** Wire rods, round and square and wire drawn products, HR and CR steel strip, HR and CR and galvanized coils, other flat steel products.

**Companies represented on agency basis:** Nedstaal BV, Netherlands (wire rods and drawn wire for Swedish market).

**Lennart Sjöstedt AB**

**Head office:** PO Box 321, S 401 25 Gothenburg (Delivery address: Exportgatan 81, S 422 46 Hisings Backa). **Tel:** 031 52 03 30. **Telex:** 21588.

**Management:** Lennart Sjöstedt (managing director). **Established:** 1976. **Capital:** SwKr 1 million. **Ownership:** Lennart Sjöstedt and Karl-Gustav Kjellson.

**Activities:** Import/stockholding agency.

**Products handled:** Stainless steel sheets, low alloy and high tensile steel, steel bars and wire, steel castings and forgings. Also copper and brass semis.

**Companies represented on agency basis:** Outokumpu Oy, Finland; Ovako Oy, Finland; John Rigby Ltd, UK.

**SKF Stål Försäljnings AB**

**Head office:** Box 1103, S 631 80 Eskilstuna. **Tel:** 016 352100. **Telex:** 46065.

**Management:** Rolf Forssell (managing director), Lennart Nordström (general sales manager). **Trading personnel:** Managers—Lars H. Weslien (product, tubes), Jan Obbarius (product, bars), Lars-Olov Salomonsson (purchasing, all products).

**Established:** 1978. **Capital:** SwKr 10 million. **Ownership:** AB SKF, Sweden.

**Branches:** Stockholm, Gothenburg, Malmö, Sundsvall, Ljungby.

**Activities:** Import, domestic sales.



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# THE WORLD IS OUR MARKET

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PRIME AND SECONDARY STEEL	RAILS
SEMI-PRODUCTS	NON-FERROUS METALS IN SCRAP AND INGOTS
FERRO-ALLOYS	
RE-ROLLABLE STEEL	HIGH-SPEED STEEL
IRON AND STEEL SCRAP	PAPER STOCK
PIG IRON	HIGH-TEMPERATURE ALLOYS



# STENA METALL

Fiskhamnsgatan 8, PO Box 4088, S-400 40 Gothenburg, Sweden.

Tel: (0)31-42 76 00.

Telex: 2388 Stena S, Cables: Stenametall Gothenburg.

## SWEDEN

**SKF Stål Försäljnings AB** *(continued)*

**Products handled:** Special steel (high carbon and alloy) in bars, tubes, strip, wire rods.  
**Companies represented on agency basis:** Including SKF Steel, Sweden (special steel, tubes, bars); Von Roll Ltd, Switzerland (castings).

**SKF Steeltrade AB**

**Head office:** Birger Jarlsgatan 6B, 7 tr, S 114 34 Stockholm. **Tel:** 08 23 79 45. **Telex:** 19998 skfstrd.

**Management:** Alf Lindstrand (managing director). **Trading personnel:** Georg Peck (commercial steel), Lennart Nordström (special steel), Jan Söderqvist (tubes).

**Established:** 1979. **Capital:** SwKr 50,000. **Ownership:** AB SKF. **Subsidiary & associates:** SKF Steel and SKF Steel's international sales organisation.

**Activities:** Supplying of complementary products to SKF steels sales units. Import and export of steel.

**Products handled:** Special steel, commercial steel.

**Stålagenturen AB**

**Head office:** Skeppsgatan 1, S 721 32 Västerås. **Tel:** 021 110020. **Telex:** 40665 a steel. **Cables:** Agentsteel.

**Management:** Leif Lindh (managing director). **Trading personnel:** Leif Lindh (import and export), Tor Svensson (import and export), Mrs. Riitta Hallaberg (secretary).

**Established:** 1966. **Capital:** SwKr 5,000. **Ownership:** Private.

**Activities:** Import/export.

**Products handled:** Mainly non-alloyed rolled steel products.

**Companies represented on agency basis:** Altmuenster (CR strip for Swedish market), Metalimex (merchant bars, joists and channels, HR plates, HR coils, wire rods, CR sheets and coils, CR strip, spiral welded tubes for Swedish market).

**Starckjohann Skandinavien**

**Address:** Kungsgatan 8, S 252 21 Helsingborg. **Tel:** 42 12 52 00. **Telex:** 72 406.

**Cables:** Starckjohann Helsingborg.

**Stena Metall AB**

**Head office:** PO Box 4088, S 400 40 Gothenburg. **Tel:** 31 42 76 00. **Telex:** 2388 stena s. **Cables:** Stenamettall.

**Activities:** Import/export.

**Products handled:** Prime and secondary steel, semis, re-rollable steel, rails, high speed steel. Also iron and steel scrap, pig iron, non-ferrous metals in scrap and ingots, ferro-alloys, high temperature alloys, etc.

**Stena Stål AB**

**Head office:** Box 4025, S 400 40 Gothenburg. **Tel:** 031 427900. **Telex:** 21771. **Cables:** Stenacervin.

**Management:** Jan Carlstein (president), Berndt Fagrelus (sales and purchasing manager). **Established:** 1977. **Capital:** SwKr 5 million. **Ownership:** Stena Metall AB, Sweden. **Subsidiary & associates:** Stena Cervin AB, Stockholm (reinforcing products).

**Activities:** Import for national market. Stocks in Falkenberg and Stockholm.

**Products handled:** Reinforcing bars, wire mesh and nails.

**Companies represented on agency basis:** Felten & Guillaume, Fabrik elektrischer Kabel, Stahl- und Kupferwerke AG (F & G), Austria (nails) covering Sweden.

## SWEDEN

**AB Arvid Svensson**

**Head office:** Skeppsgatan 1, S 721 32 Västerås. **Tel:** 021 110020. **Telex:** 40665 a steel. **Cables:** Agentsteel.

**Management:** Tor Svensson (managing director). **Trading personnel:** Tor Svensson, Per Svensson and Leif Lindh (export and import of steel); Thorsten Nordström (import and export of machinery); Mrs. Riitta Hallberg (secretary). **Established:** 1880. **Capital:** SwKr 50,000. **Ownership:** Private.

**Activities:** Import, export and stockholding of steel; import and export of machinery; engineering.

**Products handled:** Non-alloyed rolled steel products; machinery.

**Thyssen Specialstål AB (formerly Marathon Scandinavia)**

**Head office:** Mölndalsvägen 85, Industrihuset, S 412 85 Gothenburg. **Tel:** 0046 31 81 07 80. **Telex:** 21192. **Cables:** Tewmarathon.

**Management:** Hartmut Bohlen (managing director), Kenneth Svensson (sales manager, assistant managing director). **Trading personnel:** Product managers—Rune Ljungblad (tool steels), Jan Mårtensson (castings). Chief representatives—Nils-Göran Löf (Småland), Per-Olof Nilsson (Bergslagen), Stefan Bodin (Stockholm), Åke Petersson (Northern Sweden). **Established:** 1971. **Capital:** SwKr 50,000. **Ownership:** Thyssen Edelstahlwerke AG, West Germany.

**Activities:** Import/export; stocks in Sweden at Stockholm, Eskilstuna, Bredaryd and Malmö.

**Products handled:** Stainless coils, plates and strip (CR and HR); alloy constructional steels, billets, wire rods, bars, bright steel; stainless steel, billets, wire rods, bars, bright steel; tool steel billets, bars, bright steel; high speed steel billets, bars, bright steel; welding materials and castings (all kinds alloyed and stainless). Also titanium sheets, bars.

**Companies represented on agency basis:** Including Thyssen Edelstahlwerke AG (TEW), West Germany; Schmidt & Clemens GmbH & Co, West Germany; Thyssen Draht AG, West Germany.

**Tibnor Väst AB**

**Head office:** Box 488, S 401 27 Gothenburg. **Tel:** 031 583500. **Telex:** 2375. **Cables:** Tibnor.

**Management:** Bo Sjöberg (managing director), Bengt Englund (vice managing director). **Trading personnel:** Ingemar Svensson (steel, tubes, stainless steel), Ingemar Ereborg (reinforcement bars). **Established:** 1977 (1874). **Capital:** SwKr 7,500,000. **Ownership:** Tibnor AB. **Subsidiary & associates:** Geijer & Co AB, Karlstad, Sweden (steel wholesalers); Karlges Järnaffär AB.

**Activities:** Import; stockholder; wholesaler.

**Products handled:** Steel, tubes, plates, stainless steel, reinforcement bars, building materials.

**Uddeholm Svenska AB**

**Head office:** J. Johansson Fack, S 16210 Vallingby.

**Usinor Norden AB**

**Head office:** Skjutsaregatan 2, Postbox 346, S 611 27 Nyköping. **Tel:** 155 890 40. **Telex:** 64 206.

**Management:** Bo Frenthin (director). **Trading personnel:** Directors—Bo Frenthin (Sweden and Finland), Henrik Nyegaard (Denmark), Bjoern Vandraas (Norway). **Established:** 1975. **Capital:** SwKr 100,000. **Ownership:** Usinor, France.

**Activities:** Imports of all types of French steel into Scandinavia.

**Products handled:** All types of steel and special steel.

**Companies represented on agency basis:** All the companies in the Usinor group, France.

## SWEDEN

**VMC Metall AB**

**Head office:** PO Box 1018, S 212 10 Malmö. **Tel:** 040 180760. **Telex:** 33283.  
**Management:** Gert Nilsson (managing director). **Trading personnel:** Gert Nilsson, Göran Zachrisson (sales representative). **Established:** 1978. **Capital:** SwKr 100,000.  
**Ownership:** See management.  
**Activities:** Import.  
**Products handled:** Stainless steel. Also copper, brass and aluminium semis.

**Svenska Voest-Alpine AB**

**Address:** PO Box 5270, S 102 45 Stockholm. **Tel:** 08 67 02 35. **Telex:** 19402 sva s.  
**Management:** Ferdinand Feldhofer. **Established:** 1969. **Capital:** SwKr 180,000.  
**Activities:** Import.  
**Products handled:** Sheets, plates, coil, forgings, castings. Also plant.  
**Companies represented on agency basis:** Voest-Alpine AG, Austria.

# Switzerland

**Blech & Profil AG**

**Head office:** Forchstrasse 460, PO Box 42, CH 8702 Zollikon. **Tel:** 01 63 99 59. **Telex:** 57542.  
**Management:** J. J. Bodmer (managing director). **Trading personnel:** H. Blessing (sales manager). **Established:** 1972. **Capital:** SwFr 250,000. **Ownership:** Privately owned company.  
**Activities:** Mainly imports into Switzerland; stocking possibility; also exports.  
**Products handled:** Stainless steel. Also aluminium, copper and brass.

**Gebr. Böhler & Co AG**

**Head office:** Gueterstrasse 4, CH 8304 Wallisellen. **Tel:** 01 830 37 31. **Telex:** 52348. **Cables:** Stahlboehler Wallisellen.  
**Management:** A. Hauser (managing director). **Trading personnel:** E. Notz (sales manager). **Established:** 1924. **Capital:** SwFr 500,000. **Ownership:** VEW—Vereinigte Edelmetallwerke AG, Austria. **Subsidiary & associates:** Böhler Frères & Cie SA, Geneva.  
**Activities:** Import and sales in Switzerland and Lichtenstein of all products of the Vereinigte Edelmetallwerke AG, Austria and Böhler AG, West Germany. Stocks carried.  
**Products handled:** Bars, sheets, plates, tubes, strip in high speed steels; tool steels; stainless steels; special steels; springs; forgings; drop forgings; investment castings. Also tungsten carbide, machine knives, rolls, precision forged turbine blades, welding wire and electrodes, equipment and components for chemical engineering, high pressure valves and fittings.

**Commercial Metals Co (International) AG**

**Head office:** Poststrasse 4, PO Box 307, CH 6301 Zug. **Tel:** 042 21 74 74. **Telex:** 78800. **Cables:** Cometals Zug.  
**Management:** Walter Kammann (managing director), Michael Arwas (deputy managing director), Rene A. Kerkhof (deputy managing director). **Established:** 1967. **Capital:** SwFr 15 million. **Ownership:** Commercial Metals Co†, USA.  
**Activities:** Marketing products of parent company, mainly export of Japan steel products, and import of ferrous scrap for Japanese mills.  
**Products handled:** Responsible for all company business in Japan.



## SWITZERLAND

## Dalinco AG

**Address:** Stockerstrasse 10, Postfach, CH 8039 Zürich. **Tel:** 01 202 13 35. **Telex:** 58007 dalin ch. **Cables:** Dalinco.

**Established:** 1972. **Subsidiary & associates:** Dalinco GmbH, Düsseldorf (equipment for steel plants, rolling mills, and foundries); Dalinco, Vienna (trade in steel and iron).

**Activities:** Trade in steel and iron products.

**Products handled:** Steel and iron; specialities—billets, sheets.

## Damstahl AG

**Head office:** Oberneuhofstrasse 1, CH 6340 Baar/Zug. **Tel:** 042 314545. **Telex:** 78 752 snel.

**Management:** Willi Henseler (managing director). **Established:** 1973. **Capital:** DM 2 million. **Ownership:** Henry Ehrenberg family. **Subsidiary & associates:** Trading companies (all in stainless steel)—Dam Stahl-Handelsges. mbH†, Langenfeld, West Germany; Damstahl A/St, Skanderborg, Denmark; Holstaal BV†, Loosdrecht, Netherlands; Snel AG, Baar-Zug. Herli/Precitube AG, Kerzers, Switzerland (production of welded stainless steel tubes and formings).

**Activities:** Import/export; stockholder.

**Products handled:** All products in stainless steel.

**Companies represented on agency basis:** Kobe Steel Ltd, Japan (stainless steel tubes) covering Europe, excluding UK; Herli/Precitube, Switzerland (welded stainless steel tubes) covering Germany; Fonderie Officine Rovelli Srl, Italy (welded stainless steel tubes) covering Germany; Aços Finos Piratini SA, Brazil (steel bars) covering Europe; TI, UK (hollow bars in stainless steel) covering Germany.

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Tubes  
Steel Tubes*

*ARFA Tube Mills Ltd.  
CH-4002 Basel  
Tel. (061) 50 55 55 Telex 62 239*

**ARFA**

## SWITZERLAND

**Demierre & Cie SA**

**Head office:** 8c Avenue de Champel, CH 1211 Geneva 12. **Tel:** 022 47 88 11. **Telex:** 23 372 dco ch. **Cables:** Demierracier Geneva.

**Management:** R. Ritter (president), J. Y. Gautier, J. Demierre, R. Demierre, S. May (board member). **Established:** Incorporated company since 1952. **Capital:** SwFr 500,000. **Ownership:** Minemet; Demierre family.

**Activities:** Import, no stocks carried.

**Products handled:** The whole Bethlehem Steel programme, i.e. bars, sheets, tinplate, etc.

**Companies represented on agency basis:** Bethlehem Steel Corp, USA.

**Erlanger Commercial Corp SA**

**Head office:** 73 Baarerstrasse, CH 6300 Zug 2. **Tel:** 042 23 33 88. **Telex:** 865184 rlan. **Cables:** Erlangerco Zug.

**Management:** J. Hofman (chairman), A. Koenig (executive vice president, Erlanger, New York), F. Posen (managing director, Erlanger, London). **Trading personnel:** A. Koenig (in charge, steel division, domestic USA and international), H. Muller (vice president, Erlanger, New York), J. Blomberg (Erlanger, Houston), T. Cullen (Erlanger, New York), L. Victor (manager of traffic, Erlanger, New York), B. Bellamy (Erlanger, Zug), J. Howson (Erlanger, London), G. Jurgens (Erlanger, Johannesburg), A. Carozzi (Erlanger, Lima), S. Mayar (Erlanger, Tokyo), K. Cichon (Erlanger, Manila). **Established:** 1977. **Ownership:** S&W Berisford Ltd, UK. **Subsidiary & associates:** All Erlanger firms trading in minerals and metals, both ferrous and non-ferrous, nickel, aluminium (prime and secondary), minor metals, cobalt, molybdenum and others. Steel activities directed from Erlanger, New York. Erlanger Lima trading in certain soft commodities. **Branches:** Erlanger & Co Inc, New York and Beverly Hills; Erlanger & Co (Commodities) Ltd, London; Erlanger Commercial Corp SA, Manila, Philippines; Erlanger S.A. (Pty) Ltd, Johannesburg; Erlanger Lima, Peru; Erlanger Far East Corp, Tokyo.

**Activities:** Purchasing, processing and selling steel, for own account, as principals, both prime and secondary. Export/import on global basis throughout the world; some agencies; stocks carried.

**Products handled:** All semi-steel products, OCTG (line pipe, casings, etc.), carbon steel, billets, rebars and other construction products; also flat rolled products.

**Companies represented on agency basis:** Exclusive export agents for McLouth Steel Corp, USA.

**Members of:** American Iron & Steel Institute (AISI), National Assn. of Recycling Industries Inc.

**Estel (Schweiz) AG**

**Address:** Postfach, CH 4002 Basle. **Tel:** 239500. **Telex:** 64079.

**Ferr-Steel AG**

**Head office:** Steinhofstrasse 34, PO Box 86, CH 6000 Lucerne 4. **Tel:** 041 42 12 14. **Telex:** 78582 ferrs ch. **Cables:** Ferrsteel.

**Management:** W. Ottiger (president), A. C. Czajkowski (managing director, trader), W. J. Garbarski (director, trader), C. J. Payne (executive manager, trader), P. Sommer (financial manager). **Established:** 1974. **Subsidiary & associates:** Ferr-Steel (UK) Ltd, 32 Eccleston Square, London SW1 1PB (Tel: 01 821 0401-2).

**Activities:** International traders, works agents.

**Products handled:** Semi-finished products, flat rolled products, reinforcing bars, merchant bars, wire rods, pig iron. Areas covered: Eastern and Western Europe, Middle and Far East.

## SWITZERLAND

**Firth-Stahl-Verkaufs-AG**

**Head office:** Zürichstrasse 128, CH 8600 Dübendorf. **Tel:** 01 821 12 51. **Telex:** 53 883. **Cables:** Firth Dubendorf.

**Management:** A. Durrer (managing director), M. Suri (marketing and sales), R. Senn (finances), R. Vogelsanger (purchases). **Trading personnel:** N. Oelhafen (stainless), H. Diener (stainless), H. Gessler (special products). **Established:** 1918. **Capital:** SwFr 1 million. **Ownership:** F. W. Hempel Intermétaux SA, Switzerland. **Subsidiary & associates:** Sister companies in Europe.

**Activities:** Stockholder/service centre, home market, export/import, agent.

**Products handled:** Special steels and stainless and heat resisting steels in plates, sheets, bars, tubes, forgings, castings. Also titanium, high nickel alloys, prestressing strand and wire.

**Companies represented on agency basis:** Various British, Spanish and French mills; special arrangement with Japanese mills.

**Members of:** Verband Schweiz. Edelstahl-, Metall- und Kunststoffhändler (VSEMK); Fédération Internationale des Assns. de Négociants en Aciers, Tubes et Métaux.

**K. Grütter Handels AG**

**Head office:** Bahnhofstrasse 26, CH 8304 Wallisellen. **Tel:** 01 830 05 78. **Telex:** 54 425.

**Management:** Kurt R. Grütter (managing director), Markus R. Stricker (sales manager). **Established:** 1965. **Capital:** SwFr 50,000. **Ownership:** K. R. Grütter.

**Activities:** Import agency; no stocks carried.

**Products handled:** HR coils, HR plates and sheets, CR coils and sheets, electro coated and galvanized coils and sheets, hot dipped galvanized coils and sheets, IZ coils and sheets, PVC and colour coated coils and sheets, tinplate, electrical steel coils and sheets, billets, bars, rods, sections, heavy plates.

**Companies represented on agency basis:** British Steel Corp (BSC), UK (strip mill products; billet, bar and rod products; general steel products) covering Switzerland.

**Members of:** Schweiz. Metall- und Stahlhändlerverband.

**Heine Brothers Ltd**

**Address:** Bundesplatz 18, Postfach 180, CH 6301 Zug. **Tel:** 233 377. **Telex:** 78930.

Please see entry for Heine Brothers (Australasia) Pty Ltd, Australia for further details.

**Hille & Müller**

**Address:** Rathausgasse 47, CH 3011 Berne. **Tel:** 31 222158-9. **Telex:** 33477.

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**Othmarstrasse 8, CH-8008 Zürich/Switzerland**

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International traders for all kind of rolled or forged steel products, further for non-ferrous metals, mainly for copper and brass products.

**Chairman and Managing Director: Dr Paul Knob, Zürich.**

## SWITZERLAND

**Hispanosteel Ltd**

**Head office:** Othmarstrasse 8, CH 8008 Zürich. **Tel:** 01 63 70 17. **Telex:** 56068.

**Cables:** Protube.

**Management:** Paul Knob (executive manager and board president), Alexandre Knob, Baron George Weiss. **Established:** 1970. **Capital:** SwFr 50,000. **Ownership:** Private.

**Activities:** Import/export agency, no stocks.

**Products handled:** Seamless carbon steel tubes  $\frac{3}{8}$ "-16" o.d. (9.3-406.4 mm), welded carbon steel tubes 8-114.3 mm o.d., HR steel products (bars, plates, wire rods, Sendzimir galvanized sheets, etc.).

**Companies represented on agency basis:** Tubexport SA†, Spain (on behalf of Tubos Reunidos SA (TR) and Babcock & Wilcox Española SA, Spain) (seamless steel tubes); Perfrisa—Perfil en Frío SA, Spain (welded steel tubes). Market areas covered: Switzerland and third countries.

**Hojako Zug GmbH**

**Head office:** Schmidgasse 4, CH 6300 Zug. **Tel:** 042 22 11 44. **Telex:** 865279.

**Management:** H. Z. Nizan (managing director). **Established:** 1978. **Capital:** SwFr 100,000. **Ownership:** See management.

**Activities:** General trading, mainly steel, on agency and positional basis worldwide (favouring Europe, Middle and Far East).

**Products handled:** Steel semis, flat and long products.

**Hüttenprodukte AG**

**Head office:** Kreuzstrasse 82, CH 8032 Zürich. **Tel:** 01 251 48 46. **Telex:** 56 992.

**Cables:** Hupro Zürich.

**Management:** Norbert Nees, Fred Wüthrich. **Trading personnel:** See management. **Established:** 1971. **Capital:** SwFr 500,000. **Ownership:** Private. **Subsidiary & associates:** Siderprodukte AG†, Zürich (main activities—non alloy and alloy machinery steel bars).

**Products handled:** Flat rolled products—HR, CR, electro-galvanized, galvanized, aluminized, electrical steel, tinplate, tin-free steel, other coated; slabs; billets; wire rods; permanent magnet.

**Companies represented on agency basis:** Ross & Catherall Ltd, UK; La Magona d'Italia SpA, Italy.

**Members of:** Verband Schweiz. Edelstahl-, Metall- und Kunststoffhändler.

**Imblech AG**

**Address:** Landstrasse 57, CH 5430 Wettingen. **Tel:** 056 26 55 81. **Telex:** 56966.

**Established:** 1970.

**Products handled:** Steel sheets and aluminium.

**Imkometal AG Zürich**

**Head office:** Genferstrasse 24, CH 8039 Zürich. **Tel:** 201 54 68. **Telex:** 54 563.

**Cables:** Imkometal.

**Management:** Managers—M. B. A. Charles Dedich (metallurgical department), Dr. Ing. Alexander Mihajlovic (technical department), Alexander Frangulea (area), George Sefer (area), Romeo Ronchi (area), Dr. Ing. Ugarcic (ferro-alloys department). **Established:** 1970. **Capital:** SwFr 500,000. **Branches:** Incometal Italiana, Milan; Incometal, Madrid; Incometal, Bucharest; Incotrade, Vienna.

**Activities:** Trader, import/export, stock, distributor, agent for metallurgical equipment.

**Products handled:** Raw materials, steel semis, steel products, chemicals, equipment for metallurgical plants.

**Members of:** International Steel Trade Assn., UK.



**SWITZERLAND****Imsidex AG**

**Address:** Loewenstrasse 22, CH 8001 Zürich. **Tel:** 01 221 13 66. **Telex:** 813176 idex ch. **Cables:** Imsidex Zurich.

**Interba AG**

**Head office:** Alfred Escher Strasse 27, CH 8002 Zürich. **Tel:** 01 201 58 11-3. **Telex:** 52347. **Cables:** Etoerba Zurich.

**Management:** O. Weinmann (director). **Trading personnel:** M. E. Sidler (trading manager). **Established:** 1952. **Capital:** SwFr 500,000.

**Activities:** Import/export, worldwide.

**Products handled:** All steel products (primes and seconds).

**Interstahl AG**

**Head office:** Hochbühlstrasse 20, CH 6003 Lucerne. **Tel:** 041 220141-2. **Telex:** 78605 steel ch. **Cables:** Interstahl Lucerne.

**Management:** J. Meier (board member). **Trading personnel:** Mrs. E. Furrer, F. Vogel. **Established:** 1971. **Capital:** SwFr 100,000. **Ownership:** International group of companies in Europe and overseas. **Subsidiary & associates:** Brazil, West Germany, Spain, Singapore, Indonesia and Malaysia.

**Activities:** Import/export, agencies, transit.

**Products handled:** Pig iron; rolled, drawn and forged steel products; steel scrap.

**Jansen Ltd**

**Head office:** CH 9463 Oberriet SG. **Tel:** 071 78 01 11. **Telex:** 77 159. **Cables:** Jansen Oberriet.

**Management:** Walter Jansen and Josef Biedermann (managing directors). **Established:** 1923. **Capital:** SwFr 4 million. **Ownership:** Family owned.

**Activities:** Agent; steel tubes and sections producer; plastic tubes and profiles maker, etc.

**Companies represented on agency basis:** British Steel Corp (BSC), UK (sole importer of rectangular hollow sections).

**Dr. Ing. Koenig AG**

**Head office:** Lagerstrasse 10, CH 8953 Dietikon. **Tel:** 01 740 26 61. **Telex:** 52630 blek ch.

**Management:** Hans M. Koenig (board chairman and president), Hans R. Dinkelmann (director), Hans Bochsler (vice director and controller). **Trading personnel:** Marcel Gauch (vice director), Max Knecht (vice director and sales manager, steel), Urs Thäler (sales manager, stainless steel), Christian Frey (sales manager, aluminium), Hans Rud. Ritzmann (sales manager, special metals). **Established:** 1927. **Capital:** SwFr 10 million. **Ownership:** Family. **Subsidiary & associates:** Koenig Engineering & Management AG, Dietikon; Koenig GmbH, West Germany.

**Activities:** Import; service centre—stocking, slitting, cutting to length.

**Products handled:** All kinds of steel sheets up to 3 mm, special metals, stainless steel. Also aluminium, fasteners, metal construction elements.

**Members of:** European Steel Service Centre Assn.; National Corrugated Steel Pipe Assn., Chicago; Steel Service Center Institute, Cleveland; Swiss Steel Trading Assn.

**Hans Kohler AG**

**Head office:** Claridenstrasse 20, CH 8022 Zürich. **Tel:** 01 201 10 10. **Telex:** 52231. **Cables:** Kohlerag Zurich.

**Management:** Hans E. Kohler (president), Walter Hoelzle (general manager). **Trading**

## SWITZERLAND

**Hans Kohler AG** *(continued)*

**personnel:** Werner Joller (sales manager, steel department), Mario de Nicolo (sales manager, machinery department). **Established:** 1918. **Capital:** SwFr 1 million. **Ownership:** Family owned. **Activities:** Import; warehousing. **Products handled:** Steel products. Also machine tools and plastic moulding machines.

**Mannesmann Handel AG**

**Head office:** Postfach 108, CH 8029 Zürich. **Tel:** 01 55 60 66. **Telex:** 52 561 acier ch. **Management:** Hugo Stettler. **Trading personnel:** Werner Meyer. **Established:** 1950. **Capital:** SwFr 500,000. **Activities:** Agency; no stocks carried. **Products handled:** Steel tubes, sheets, forgings. **Companies represented on agency basis:** Mannesmann Handel AG, West Germany.

**Marubeni Deutschland GmbH**—see under West Germany**Metal Corp SA**

**Head office:** 14 Chemin De-Normandie, CH 1206 Geneva. **Tel:** 022 47 12 00. **Telex:** 27 803. **Cables:** Sodaro Geneva. **Management:** P. Laverie (general manager). **Trading personnel:** P. Laverie and R. Laverie (trading), H. P. Egger (shipping). **Activities:** International trading company. **Products handled:** Slabs; blooms; billets; HR and CR sheets, coil and plates; wire rod; reinforcing bars; angles; sections. **Companies represented on agency basis:** Transturk group, worldwide.

**Metall und Rohstoff AG**

**Head office:** Bahnhofstrasse 10, CH 6300 Zug (PO Box 196, CH 6300 Zug). **Tel:** 41 42 23 44 11. **Telex:** 78787-8 muro. **Established:** 1963. **Ownership:** Asoma—The Lissauer Group. **Activities:** General traders in steel, steel scrap, pig iron, ferrous and non-ferrous ores and concentrates, standard and high temperature alloys, major and minor metals, chemicals, etc. **Products handled:** Semi-finished steel, bars, structurals, flat rolled products, wire rods, wire products, tubulars.

**Metalpha Trading**

**Head office:** 19 Rte du Bout du Monde, CH 1206 Geneva. **Tel:** 47 83 98. **Telex:** 289012 amet. **Cables:** Metalpha Geneva. **Management:** Felix Alphandery. **Established:** 1979. **Capital:** SwFr 400,000. **Ownership:** See management. **Branches:** TRI Continent, 28 Adly Street, Cairo, Egypt (agent for the Middle East). **Activities:** Import/export and wholesaler. **Products handled:** Ferrous and non-ferrous metals.

**Metals & Mining Ltd**

**Head office:** Seefeldstrasse 214, PO Box 951, CH 8034 Zürich. **Tel:** 01 55 20 60. **Telex:** 55 666 oils ch. **Cables:** Metals Zurich.



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## SWITZERLAND

**Metals & Mining Ltd** (continued)

**Management:** J. Sussmann (chairman and managing director), D. F. Strathmann (director), Mrs. A.-M. Henke (sales), J. Kade (sales). **Established:** 1971. **Capital:** SwFr 50,000. **Ownership:** Private. **Subsidiary & associates:** Metals & Mining (Deutschland) GmbH, Düsseldorf; Sigma Metalli Srl, Caravaggio, Italy.

**Activities:** Import/export; stocks carried; scrap recycling.

**Products handled:** Alloy steels, alloy castings, MIG-wires. Also ferro-alloys, alloy steel scrap, coal and graphite, metals, minerals, ores.

**Joseph Muller Corp Zurich**

**Head office:** Scheuchzerstrasse 7, CH 8006 Zürich. **Tel:** 01 362 36 33. **Telex:** 53 654. **Cables:** Stahlmueller Zurich.

**Management:** Josef Müller (president). **Established:** 1952. **Capital:** SwFr 50,000. **Ownership:** Holding & Management AG, Switzerland. **Subsidiary & associates:** Raw Materials Trading & Finance Corp Ltd, Zug (trading); Finance & Investment Co (Bermuda) Ltd, Hamilton, Bermuda (finance and banking). **Branches:** USA representative office—244 Bayberry Lane, Frankling Lakes, NJ 07417.

**Activities:** Import, export and worldwide trading as principals. Including stocks and warehousing. Owners and co-owners of various production companies.

**Products handled:** Iron and steel. Also copper, aluminium, chemicals, petrochemicals, pharmaceuticals, paints, glass, plastics, agricultural chemicals on a worldwide basis.

**Mundo Commerce Ltd**

**Head office:** Seestrasse 55, CH 6052 Hergiswil. **Tel:** 041 95 28 10. **Telex:** 72373 mslu ch. **Cables:** Mundocommerceltd Hergiswil.

**Management:** J. Meier (board member). **Trading personnel:** Mrs. E. Furrer, F. Vogel. **Established:** 1970. **Capital:** SwFr 50,000. **Subsidiary & associates:** Subsidiary and associated companies and agencies in Brazil, West Germany, Spain, Singapore, Indonesia, Malaysia.

**Activities:** Import/export agencies, transit.

**Products handled:** Carbon and alloy steel, free cutting steel, spring steel, ball bearing steel, carbon and alloy tool steel, high speed steel, high speed silver steel, semis, rolled and forged steel products, merchant bars, reinforcing rounds, wire rods, heavy plates, medium plates, sheets. Special division—pig iron and steel scrap.

**Normétal International SA**

**Head office:** 48 Route des Acacias, Case Postale 166, CH 1211 Geneva 24. **Tel:** 43 44 00. **Telex:** 23643 gsf.

**Management:** Marcel Gombert, Jacques L. Santini. **Established:** 1972. **Capital:** SwFr 750,000.

**Activities:** Export.

**Products handled:** Reinforcing bars, merchant bars, wire rods.

**Notz SA**

**Head office:** Industrie Bernstrasse, PO Box 2501. Biel.

**Companies represented on agency basis:** British Steel Corp (BSC), UK (steel tubes, tubular products and fittings).

**Primary Industries Trading SA**

**Head office:** Avenue du Midi 13, CH 1700 Fribourg (PO Box 690, CH 1701 Fribourg). **Tel:** 37 24 85 71. **Telex:** 36401 golsa ch. **Cables:** Primintra.



**SWITZERLAND****Primary Industries Trading SA** (*continued*)

**Management:** H. Luechinger (president), Harry Kraus (director), Willy Staehli (manager). **Trading personnel:** See management. **Established:** 1974. **Capital:** SwFr 1 million. **Ownership:** Primary Industries Corp<sup>t</sup>, USA. **Subsidiary & associates:** Picsa—Primary Industries Commercial SA, Fribourg.

**Activities:** International metal trading; stocks carried.

**Products handled:** Ferrous and non-ferrous metals, worldwide.

**Marc Rich & Co AG**

**Head office:** 25 Steinhauserstrasse, PO Box 1135, CH 6301 Zug. **Tel:** 42 231188.

**Telex:** 72144. **Cables:** Richco.

**Branches:** Ankara, Bangkok, Belgrade, Bombay, Buenos Aires, Calcutta, Caracas, Chicago, Düsseldorf, Houston, Istanbul, La Paz, Lima, London, Madrid, Manila, Melbourne, Mexico City, Milan, New Delhi, New York, Paris, Pittsburgh, Quito, Rio de Janeiro, Santiago, Seoul, Stockholm, Tehran, Tokyo.

**Röchlingstahl AG**

**Head office:** Vulkanstrasse 126, CH 8048 Zürich. **Tel:** 01 64 26 20. **Telex:** 52 857.

**Management:** Otto Krön (director). **Trading personnel:** Rolf Treichler (prokurist).

**Established:** 1920. **Capital:** SwFr 800,000.

**Activities:** Import; stocks carried.

**Products handled:** Tool and engineering steels.

**Companies represented on agency basis:** Stahlwerke Röchling-Burbach GmbH, West Germany.

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## SWITZERLAND

**Sandvik (Schweiz) AG**

**Head office:** Industrie Hårdli, CH 8957 Spreitenbach. **Tel:** 056 70 11 00. **Telex:** 544 44. **Cables:** Sandvikstahl.

**Management:** Hermann Brun (managing director), Olle Thorgren (steel sales manager), Oswald Birchmeier (deputy sales manager). **Trading personnel:** Domestic sales—Werner Lüllmann, Kurt Allenspach, Markus Löffel; foreign sales—Franz Schatz, Hanspeter Steiner, Paul Friedli. **Established:** 1966. **Capital:** SwFr 4 million.

**Ownership:** Subsidiary of Sandvik AB, Sweden. **Subsidiary & associates:** Sister companies in all industrialised countries.

**Activities:** Import. Sales restricted to the Swiss market. Stocks carried.

**Products handled:** Stainless steel bars; welded and seamless tubes, mainly stainless; tube fittings; hollow bars, mainly stainless; carbon and stainless wire and strip.

**Companies represented on agency basis:** Sandvik AB, Sweden; Fagersta AB, Sweden (stainless welded tubes, stainless wire and strip steel). Market area covered: Switzerland.

**Members of:** Verband Schweiz. Edelstahl-, Metall- und Kunststoffhändler.

**Satram Stahl AG**

**Address:** Postfach, CH 4019 Basle. **Tel:** 061 65 11 77. **Telex:** 62220.

**Established:** 1919.

**Activities:** Import, distribution.

**Products handled:** Steel products.

**Schubarth & Co AG**

**Head office:** Lange Gasse 90, Postfach, CH 4002 Basle. **Tel:** 061 23 84 84. **Telex:** 62 164. **Cables:** Schubarth Basle.

**Management:** Willy Schubarth (president and senior executive), Raoul-B. Roth-Schubarth (managing director). **Trading personnel:** Peter Hauser (metals, semis for industry, galvanics), Konrad Sandmeier (raw materials, non-ferrous metals, semis), Peter Seibold (special steels, nickel alloys, stainless steels, tubes, sheets), Leo Spitz (foundry materials, additives, refractories), Hans R. Waldmeier (railway materials), Heinz H. Fiechter (technical equipment, tank fittings, electronic specialties).

**Established:** 1882. **Capital:** SwFr 1 million. **Ownership:** Independent, privately owned limited company.

**Activities:** Import; agency for Switzerland and Liechtenstein.

**Products handled:** Carbon and alloy steel, stainless steel in all forms. Also non-ferrous metals, minor metals, alloys, semis, copper rods, foundry materials, refractory materials, railway equipment, electronic and measurement apparatus, etc.

**Companies represented on agency basis:** Including Nedstaal BV, Netherlands (wire); VDM—Vereinigte Deutsche Metallwerke AG, West Germany (metal and steel products); British Steel Corp (BSC), UK (steel forgings and castings); Edgar Allen Balfour Steels Ltd, UK (alloy steels).

**Members of:** Verband Schweizerischer Edelstahl- Metall- und Kunststoffhändler (VSEMK), Vereinigung des Schweizerischen Import und Grosshandels (VSIG).

**Siber Hegner Raw Materials Ltd**

**Head office:** Talstrasse 14, CH 8022 Zürich. **Tel:** 01 211 55 55. **Telex:** 53 134.

**Cables:** Sibermat Zurich.

**Management:** Walter Waespi (general manager), W. P. Müller (assistant general manager). **Trading personnel:** H. W. Kündig (stainless steel), H. A. Guyer (mild steel), K. Signer (non-ferrous metals). **Established:** Original company 1865; SHR 1972.

**Capital:** SwFr 3 million. **Ownership:** Member of Siber Hegner group. **Subsidiary & associates:** Some forty companies worldwide. **Branches:** Nihon Siber Hegner KK<sup>†</sup>, Tokyo (only other group member active in steel and metals).

**Activities:** Import and distribution. Stockists only of stainless steel sheets and titanium rolled and drawn products.

## SWITZERLAND

### Siber Hegner Raw Materials Ltd (continued)

**Products handled:** Stainless steel mill products, particularly flat rolled materials; mild steel sheets and plates including galvanized sheets and coils. Also titanium and other newer metals. Mainly covering Swiss market.

**Companies represented on agency basis:** Nisshin Steel Co Ltd, Japan.

**Members of:** Verband Schweizerischer Edelstahl- Metall- und Kunststoffhändler (VSEMK).

### Sidercom AG

**Addresses:** Commercial office—Kanzleistrasse 80, CH 8004 Zürich. Registered office—Rue de la Paix 4, Lausanne. **Tel:** 01 2423 250. **Telex:** 52651.

**Management:** Sergio Biseo (managing director), Albert Amon (president).

**Established:** 1965. **Capital:** SwFr 500,000. **Ownership:** Majority—Finsider International SA, Luxembourg. Exclusive agency for Siderexport SpA, Italy.

**Activities:** Import and export of steel products. No stocks carried.

**Products handled:** All steel products.

**Companies represented on agency basis:** Italsider SpA, Italy (flat rolled, profiles, forgings and castings, railway materials); Tubificio Dalmine-Italsider SpA (TDI), Italy (tubes and pipes); Acciaierie del Tirreno SpA, Italy (wide flange beams); Terni—Stà per l'Industria e l'Elettricità SpA, Italy (forgings and castings, electrical steels, rounds, CR steel); Acciaierie di Piombino SpA, Italy (high carbon bars and rails).

### Siderprodukte AG

**Head office:** Kreuzstrasse 82, CH 8032 Zürich. **Tel:** 01 251 57 25. **Telex:** 59 597.

**Management:** Fred Wüthrich (president and managing director), Norbert Nees (board member and managing director). **Established:** 1978. **Capital:** SwFr 50,000.

**Ownership:** Private.

**Activities:** Import/export; no stocks carried.

**Products handled:** Billets, wire rod, bars in all qualities. Also aluminium products.

**Companies represented on agency basis:** Including Fiat Iron & Steel Group (Teksid), Italy.

**Members of:** Verband Schweiz. Edelstahl-, Metall- und Kunststoffhändler.

### SKF (Schweiz)

**Head office:** Falkenstrasse 28, PO Box, CH 8021 Zürich. **Tel:** 01 470 370. **Telex:** 52 447.

**Management:** Torgny Frykman (managing director), Hans Früh (sales manager, steel).

**Established:** 1926. **Capital:** SwFr 2 million. **Ownership:** SKF, Sweden.

**Activities:** Import and stockholding.

**Products handled:** CR and HR tubing, bars (non-alloy and low alloy qualities, HR, CR, ground), HR and CR strip, rolled and forged rings. Also wood and metal working saws, flat springs.

**Companies represented on agency basis:** SKF Steel, Sweden (tubing, bars, strip, rings); J. N. Eberle & Cie, West Germany (strip, saws, springs); Schwäbische Hüttenwerke GmbH (SHW), West Germany (cold finished bars, drawn, peeled, ground).

### Snel AG—see Damstahl AG, Switzerland

### Stahag, Steel & Hard Metal Import Trading Co

**Head office:** Industriestrasse 26, CH 8108 Dällikon/Zürich. **Tel:** 01 844 01 11. **Telex:** 54 419. **Cables:** Stahlhartag.

**Management:** E. Weber (managing director), W. Keller (sales manager), R. Zünd (purchase). **Established:** 1946. **Capital:** SwFr 3,200,000. **Ownership:** Brun Frères, France.

## SWITZERLAND

**Stahag, Steel & Hard Metal Import Trading Co** *(continued)*

**Activities:** Import, wholesaler, stockist.

**Products handled:** Stainless steel, construction steel, carbon and alloy steels—tubes and tube fittings, sheets, strip, wire, bars (HR and cold finished).

**Members of:** Verband Schweizerischer Edelstahl-, Metall- und Kunststoffhändler (VSEMK).

**Stahl-Contor AG**

**Head office:** Utoquai 31, PO Box 4323, CH 8022 Zürich. **Tel:** 01 252 12 52. **Telex:** 52 245. **Cables:** Stahlcontor Zurich.

**Management:** Rudolf Ganz, Hans Beer, Peter Hürzeler, Walter Reindle, Hans F. Rüegg. **Trading personnel:** Hans F. Rüegg (co-ordinator international relations).

**Established:** 1929. **Capital:** SwFr 600,000. **Ownership:** Independent privately owned limited company.

**Activities:** Import; stockholding (no export).

**Products handled:** Quality and special steels, alloy steels, carbon steels, stainless and heat-resisting steels, high strength steels, tool steels, high speed steels, etc.; bars and semi-finished products, wire, plates, sheets and strip, forged and cast products, centrifugal castings, special pig iron.

**Companies represented on agency basis:** Agents for well known European and American steel companies. Market areas covered: Switzerland and Liechtenstein.

**Members of:** Verband Schweizerischer Edelstahl-, Metall- und Kunststoffhändler (VSEMK); AMI (Stainless Steel Development Assn.).

**Stahlimex SA**

**Head office:** Via Ciseri 6, Casella Postale 208, CH 6904 Lugano. **Tel:** 0910 23 73 52. **Telex:** 73456 simex.

**Management:** Luciano Traverso and Claudio Ballinari (directors). **Established:** 1975. **Capital:** SwFr 50,000.

**Activities:** Import/export.

**Products handled:** Steel and tubes of all types and qualities, black and galvanized wire, welding wire, etc.

**Steel & Metal Trading Ltd**

**Address:** Postfach 47, CH 9477 Trübbach.

**Activities:** Trading company in steel and scrap.

**Stelco SA**

**Head office:** Rue du Cendrier 15, CH 1201 Geneva. **Tel:** 022 32 39 20. **Telex:** 23572. **Cables:** Genstelco.

**Management:** Zaven Mesrobian (president), Werner Hausmann (manager). **Trading personnel:** J.-P. Arnaboldi (galvanized, HR and CR, pipes, prepainted steel, fasteners, wire rods), P. Meier (tinplate, tin-free steel). **Established:** 1965. **Capital:** SwFr 1 million. **Subsidiary & associates:** Stelco Inc, Toronto; The Steel Co of Canada (UK) Ltd†, London; Stelco de Venezuela Srl†, Caracas; Stelco do Brasil Ltda†, São Paulo; Ubbelohde-Stelco Sacir, Buenos Aires.

**Activities:** Export of steel products of Stelco Inc, Canada, export/import of steel and steel related products in general.

**Products handled:** Pipes, HR and CR sheets, semis, galvanized sheets and coils, wire rods, tinplate, tin-free steel, prepainted steel, fasteners.



## SWITZERLAND

**Stinnes International AG**

**Head office:** Grienbachstrasse 36, CH 6300 Zug 2. **Tel:** 042 31 89 31. **Telex:** 865271 sti ch. **Cables:** Stinnesag Zug.

**Management:** Managing directors—Milan Jelinek, Claus M. Niederer, Roland Ammann. **Trading personnel:** Roland Ammann. **Established:** 1978. **Capital:** SwFr 1 million. **Ownership:** Stinnes AG, West Germany. **Subsidiary & associates:** All companies within the Stinnes/Veba group, West Germany.

**Activities:** Export of steel material, worldwide.

**Products handled:** Reinforcing bars, wire rods, sections, channels, HR coils/sheets, CR coils/sheets, billets, etc.

**Thyssen Stahl AG**

**Head office:** Klausstrasse 19, CH 8034 Zürich. **Tel:** 01 251 73 36. **Telex:** 52 179 thys ch.

**Management:** Max Kern (board delegate). **Trading personnel:** Sales managers—Bruno Berweger (bars), Oscar Erny (flat products), Franz Mäder (tubes), Guido Züger (metallurgical products). **Established:** 1950. **Capital:** SwFr 1,350,000. **Ownership:** Thyssen group.

**Activities:** Import.

**Products handled:** HR bars and sections, semis, cold drawn products, beams, wire, CR and galvanized sheets and coils, HR sheets and plates, HR coils, tubes of all kinds.

**Companies represented on agency basis:** General agent of Thyssen Stahlunion GmbH, West Germany (export agent of the Thyssen group).

**Members of:** Verband Schweizerischer Edelstahl-, Metall- und Kunststoffhändler (VSEMK); Fédération Internationale des Associations de Négociants en Aciers, Tubes et Métaux (FIATNM).

**Titan Acier SA**

**Address:** Via S. Balestra 9, CH 6900 Lugano. **Tel:** 41 91 234658. **Telex:** 73058.

**TradeArbed (Suisse) SA**

**Address:** 51 Steinenring, CH 4051 Basle (PO Box, CH 4002 Basle). **Tel:** 061 23 12 11. **Telex:** 62314.

**Unidor SA**

**Head office:** 80 Rue du Rhone, CH 1204 Geneva. **Tel:** 0041 22 21 37 44. **Telex:** 289095.

**Management:** Istvan Scheftsik (director). **Trading personnel:** Ali Goekok, Andre Sonsino, Preston Adams. **Established:** 1961. **Capital:** SwFr 5 million.

**Activities:** International trade.

**Products handled:** Steel products, pig iron, ores, metals, chemicals, etc.

**Wirsbo AG**

**Head office:** Seefeldstrasse 6, CH 6008 Lucerne. **Tel:** 41 31 11 34. **Telex:** 78525 swede.

**Management:** Jarl N. Detter (director). **Established:** 1969. **Capital:** SwFr 50,000.

**Ownership:** Wholly-owned subsidiary of Wirsbo Bruks AB, Sweden which belongs to the Gränges/Elektrolux concern. **Subsidiary & associates:** Wirsbopex GmbH, Heusenstamm, West Germany (manufacture of Wirsbopex crosslinked polyethylene).

**Activities:** Marketing; no stocks carried.

**Products handled:** Wirsboflex soft steel tubes for central heating. Areas covered: Switzerland and Italy.

## SWITZERLAND

**Robert Zapp AG**

**Head office:** Am Schanzengraben 27, CH 8002 Zürich. **Tel:** 01 201 48 44. **Telex:** 52 382. **Cables:** Zappkontor.

**Management:** Walter Muntwyler (director). **Established:** 1952. **Capital:** SwFr 300,000. **Ownership:** Robert Zapp, West Germany. **Subsidiary & associates:** Robert Zapp†, Düsseldorf; Robert Zapp†, Utrecht; Stahlwerke Ergste GmbH & Co KG, Schwerte.

**Activities:** Import and stockholding.

**Products handled:** Special steels, stainless steel, structural steels.

**Companies represented on agency basis:** Krupp Stahl AG, West Germany; Stahlwerke Ergste GmbH & Co KG, West Germany.

**Members of:** Verband Schweizerischer Edelstahl-, Metall- und Kunststoffhändler (VSEMK).

# Syria

**Elias M. Doubal**

**Head office:** Khouja Building, 1st Floor, Halbouny Street, PO Box 972, Damascus. **Tel:** 119769 (office), 449160 (home). **Telex:** 11254 doubal sy. **Cables:** Raldybal Damascus.

**Management:** Elias Doubal (manager). **Established:** 1962. **Capital:** US\$100,000.

**Ownership:** See management.

**Activities:** Manufacturers' agents only.

**Products handled:** CR and HR coils (not exceeding 495mm wide), galvanized coils, stainless steel sheets, bright drawn steel bars and special steels (mainly interested in stock-lots), wire.

**Companies represented on agency basis:** La Magona d'Italia SpA, Italy; Metalimportexport†, Rumania (for wire only).

**Intermetal—General International Trade Organisation for Metals & Building Materials—see Maaden****Maaden—General Foreign Trade Organisation for Metals & Building Materials**

**Head office:** Building 94, Al-Jumhouriah Street, PO Box 3136, Damascus. **Tel:** 223731, 111918, 225823, 225421, 227364 (secretaria). **Telex:** 11005 maaden sy. **Cables:** Maaden Damascus.

**Management:** Directors—Tayssir Urbini (general, board chairman of directors), Mahmoud Obaji (metals division), Abdul Rahman Khafif (timber division), Fares Koubbeh (cement division), Sami Habeel (administration and legal affairs), Adel Ravass (economic division). **Trading personnel:** See management. **Established:** 1965 (established in 1965, Simex—State Import Export Company; as from 1969 Simex was reorganised into five independent organisations, one of which was Aftometal—General Foreign Trade (name changed in 1978)). **Capital:** US\$40 million. **Ownership:** Public sector, Syrian Arab Republic. **Subsidiary & associates:** Intermetal—General International Trade Organisation for Metals & Building Materials. **Branches:** Lattakia, Tartouss, Aleppo, Homs.

**Activities:** Importation of steel, timber, cement and wall glazed tiles. Activities cover both public and private sectors in Syria. Imported goods are delivered to sister organisation, Intermetal, for ultimate distribution throughout the domestic market.

**Products handled:** Steel products—reinforcing bars, billets, merchant bars and sections, pipes, tubes and fittings, sheets and plates, tinplate, etc. Also wood and timber and cement and wall tiles.

## SYRIA

**Husny Majzoub & Sons**

**Head office:** Zoukak El-Jinn, PO Box 4388, Damascus. **Tel:** 111431, 113997. **Telex:** 11206. **Cables:** Rifaa Damascus.

**Management:** Abdel Majed Al-Majzoub (chairman), Mohamed Rafik Al-Majzoub (manager), Mohamed Al-Majzoub (sales and finance manager). **Trading personnel:** Ghiath Al-Khon (area sales), Mohamed Chabaani (counter). **Branches:** Aleppo and Lattakia.

**Activities:** Import/export, stockholders.

**Products handled:** Stainless steel bars, sheets, tubes, etc.; pig iron; spring leaves; electrodes; galvanized sheets; round bars and coils; CR coils. Also aluminium sheets, wire, tubes; bronze tubes.

**Members of:** Damascus Chamber of Commerce.

# Taiwan

**China Industrial Management Co Ltd**

**Head office:** 5th Floor, 219 Chung Hsiao East Road, Section 4, Taipei. **Tel:** 7719955, 7716115. **Telex:** 11278. **Cables:** Chinaindus.

**Established:** 1949. **Subsidiary & associates:** Affiliated with Asoma—The Lissauer Group.

**Activities:** Import/export agency.

**Products handled:** Import—steel scrap, secondary, re-rollable steel; also non-ferrous. Export—steel plates, pipes, angles, channels, flats, rebars.

**Companies represented on agency basis:** Asoma—The Lissauer Group.

**China Steel Trading Corp**

**Address:** 9 Chang-An East Road, Section 1, Taipei. **Tel:** 02 5818166-9. **Telex:** 21744. **Cables:** Steeltrade Taipei.

**Activities:** Export and import of all steel products and steel-making materials.

**Chun Yuan Steel Industry Co Ltd**

**Head office:** 4th Floor, 63-1 Chang-An East Road, Sec. 1, Taipei. **Tel:** 02 5617161-8. **Telex:** 22412 cystinco. **Cables:** Cystinco Taipei.

**Management:** C. S. Cheng (president). **Trading personnel:** C. Z. Chen (executive vice president). **Established:** 14 years (1980). **Capital:** US\$10,400,000. **Subsidiary & associates:** Switt Engineering & Trading Co Ltd (special purpose material), Sinkang Industries Ltd (stainless steel material), Union Container Co Ltd (manufacturing ocean steel containers), Chun Yuan Construction Ltd (steel fabrications and structures).

**Activities:** Import/export, stockist.

**Products handled:** HR and CR sheets and coils, electrical steel sheets and coils, special steels, stainless steel, electrical stamping EI-core, stainless steel strip (410/420J1), high carbon steel strip in coil. Also steel structures and fabrications.

**Members of:** South East Asia Iron & Steel Institute, Taiwan Steel & Iron Industries Assn.

**Crest Enterprises Inc**

**Head office:** 8th Floor, 62 Tientsin Street, Taipei. **Tel:** 521 9991. **Telex:** 21325 crest. **Cables:** Crest.

**Management:** Alan Chern (president), James Chern (general manager), Shane Lai (export manager), Peter Chern (import manager). **Established:** 1973. **Capital:** US\$500,000. **Ownership:** Private.

**Activities:** Import/export.

## TAIWAN

**Crest Enterprises Inc** (*continued*)

**Products handled:** Import—CR, HR, stainless steel, galvanized coil, prepainted coil, tinplate, etc.; also non-ferrous metals. Export—plates, wire rod, rebars, billets, angles, channels, pipes, etc.; also non-ferrous metals and fasteners.

**Members of:** Importers and Exporters Assn. of Taipei.

**Friends Industrial Corp**

**Head office:** PO Box 59018, Taipei. **Tel:** 5219129, 5611907. **Telex:** 22144 gwecl. **Cables:** Gwecl Taipei.

**Management:** Y. C. Wu (president). **Trading personnel:** See management. **Established:** 1970. **Capital:** US\$100,000. **Ownership:** Y. C. Wu and Mrs. Paul Kwei Wu-Chian. **Subsidiary & associates:** Good Will Enterprises Co Ltd (exporter and importer of general merchandise), G-E Handicraft Co Ltd (manufacturer, exporter, wholesaler and retailer of handicraft wear).

**Activities:** Import/export, agency.

**Products handled:** Steel products and non-ferrous metals from Europe and North America. Also cement, handicrafts, urea, etc.

**Companies represented on agency basis:** Including P. van Leeuwen Buizenhandel BV† (steel products); Universal Industrial Corp (steel products); Mannesmann Handel AG, West Germany; Siderexport SpA†, Italy (steel products).

**Fu Tah Steel Corp**—see Han Chun Steel & Trading Ltd**Grand Industrial Inc**

**Head office:** 2nd Floor, No. 2 Alley 16, Lane 232, Fung Der St., Taipei. **Tel:** 521 1373, 564 2092. **Telex:** 25894. **Cables:** Grandina.

**Management:** H. R. Han, Francis Han, Ping Wu. **Trading personnel:** Ping Wu (Taiwan). **Established:** 1972. **Capital:** NT\$1 million. **Ownership:** See management.

**Subsidiary & associates:** Grand International Inc†, Taiwan. **Branches:** 3919 Esmond Ave., Richmond, CA 94805, USA (Richard Wu, managing director).

**Activities:** Import/export.

**Products handled:** Import—pig iron, sponge iron; also iron and manganese ores, steel scrap, coking coal. Export—billets, wire rod, ship plates, reinforcing bars.

**Companies represented on agency basis:** Marc Rich & Co, Switzerland.

**Grand International Inc**

**Head office:** 2nd Floor, 29-1 Nanking E. Road, Sec. 3, Taipei. **Tel:** 521 1373, 564 2092. **Telex:** 25894. **Cables:** Grandina.

**Management:** Judy Wu, Francis Han, Gary Huang, Richard Wu. **Trading personnel:** Francis Han, Gary Huang (Taiwan), Richard Wu (USA). **Established:** 1974. **Capital:** NT\$1,200,000. **Ownership:** See management. **Subsidiary & associates:** Grand Industrial Inc†, Taiwan. **Branches:** 3919 Esmond Ave., Richmond, CA 94805, USA (Richard Wu, managing director).

**Activities:** Import/export.

**Products handled:** Import—pig iron, sponge iron; also iron and manganese ores, steel scrap, coking coal. Export—billets, wire rod, ship plates, reinforcing bars.

**Companies represented on agency basis:** Marc Rich & Co, Switzerland.

**Han Chun Steel & Trading Ltd**

**Head office:** No. 6 Alley 8, Lane 35, Jen-Ai Road, Sec. 4, Taipei. **Tel:** 781 6457, 781 5052. **Telex:** 26886 hansteel. **Cables:** Hansteel Taipei.

**Management:** C. T. Shen (chairman and managing director). **Trading personnel:** C. T. Shen (foreign trade and sales), H. C. Liu (sales). **Established:** 1978. **Capital:** NT\$2



## TAIWAN

**Han Chun Steel & Trading Ltd** (continued)

million. **Ownership:** See management. **Subsidiary & associates:** Shun Siang Trading Co Ltd, Shun Siang Machinery Industries Co Ltd, Shin Shong Ta Metal Industries Co Ltd (importer, stockholder, merchant in stainless steel sheets, coils, bars and tubes (prime and seconds)), Fu Tah Steel Corp (manufacture, importer and merchant in welded steel pipes, CR and HR steel coils).

**Activities:** Import and import agency; stocks are carried.

**Products handled:** CR grain oriented and non-oriented electrical steels (prime and seconds), CR steel sheets/coils (prime and seconds), prepainted galvanized sheets/coils (prime and seconds), free cutting steels and any special steels, stainless steel sheets/coils (prime and seconds).

**Henry International Agencies Ltd**

**Head office:** 407-9 Chen-Teh Road, Taipei 103. **Tel:** 02 594 6221. **Telex:** 11591 henryco. **Cables:** Henryhuang Taipei.

**Management:** Henry Y. D. Huang (president), Hans C. L. Huang (director and general manager), I. K. Huang (director and marketing manager), I. T. Huang (director and sales manager). **Trading personnel:** See management. **Established:** 1927. **Capital:** NT\$5 million (registered). **Ownership:** Henry Y. D. Huang, S. F. Huang, Mrs. Wu Chiou-Mei Huang. **Subsidiary & associates:** Kingbirds & Co Ltd (import and export, machines and tools, construction machines and equipment, etc.), Ever-Lucky Corp (machines and tools).

**Activities:** Import/export, agent; stocks carried.

**Products handled:** Steel plates, bars and rods, and free cutting steel bars from Japan; steel products from Australia, etc. Also non-ferrous metals, metal working machines, machines and tools, corner castings for containers, etc.

**Companies represented on agency basis:** Including Akiyama Seiko Co Ltd, Japan (free cutting steel bars); Hitachi Metals Ltd, Japan (high speed steel, die steel, tool steel, etc.).

**C. Itoh & Co Ltd**

**Addresses:** Shin Yeh Building, 9, Section 1, Chang-An East Road, Taipei (Tel: 5519931. Telex: 11228 citoh. Cables: Citohtaipei). Land Bank Building, 7th Floor, Room 701, 131 Ta-Yong Road, PO Box 279, Kaohsiung (Tel: 07 5612291. Telex: 81908 kao citoh. Cables: Citoh Kaohsiung).

**Jardine Matheson & Co Ltd**

**Address:** World Trade Building, 50 Hsin Shen Road, Section 1, Taipei. **Tel:** 393 1177. **Telex:** 11012 jardines. **Cables:** Jardines.

**Management:** A. McCallum (agent). **Trading personnel:** M. R. J. Davis (trading manager), Warren Chiang (manager, industrial supplies department). **Established:** 1906. **Capital:** NT\$5,800,000.

**Activities:** Import/export agency, no stocks.

**Products handled:** HR steel products (billets, plates, sheet in coil, structural steels, pig iron), HR stainless steel plates, CR steel products (CR sheet/coil, electrical sheet, galvanized sheet and prepainted sheet). Also precious metals.

**Companies represented on agency basis:** Including BHP—The Broken Hill Pty Co Ltd, Australia; John Lysaght (Australia) Ltd (JLA), Australia.

**Kanematsu-Gosho Ltd**

**Address:** 5th Floor, International Commercial Building, No. 23, Section 1, Chang-An East Road, PO Box 22833, Taipei. **Tel:** 511 9171, 511 9190. **Telex:** 11214. **Cables:** Kanegold.

## TAIWAN

**Kinsho-Mataichi Corp**

**Address:** 6th Floor, San Ming Building 57-1 Section 2, Chung Shang North Road, Taipei. **Tel:** 5818161-5. **Cables:** Kinsho Taipei.

**Levant Enterprises Inc**

**Head office:** 47-1 Chang-An West Road, Taipei. **Tel:** 5311176-9. **Telex:** 11984. **Cables:** Levant.

**Management:** C. K. Chen (managing director). **Trading personnel:** Y. S. Weng (Taiwan area). **Established:** 1964. **Capital:** NT\$2,200,000. **Subsidiary & associates:** Shye Cherng Trading Co Ltd (distributors of our products).

**Activities:** Agency and distributors for Korea, South-Eastern countries, Australia, USA and UK.

**Products handled:** Specialising in steel sheets and coil, stainless steel sheets and coil, stainless steel round bars. Also nickel, zinc, tin, antimony, lead, copper, aluminium ingots, non-ferrous scrap, cadmium sticks, nickel sulphate, nickel chloride, copper sulphide, chromic acid.

**Companies represented on agency basis:** Including sole agent for Sammisa Co Ltd, Korea (stainless steel sheets and coil, stainless steel round bars, special steel, etc.).

**Members of:** Taipei Importers & Exporters Assn., Taipei Hardware Dealers Assn.

**Li Chong Co Ltd**

**Head office:** 97 Shing Sheng 2nd Street, Chien Chin District, Kaohsiung 800. **Tel:** 07 2412143-5. **Telex:** 72114 wthsukao. **Cables:** Wthsukao Kaohsiung.

**Management:** W. T. Hsu (chairman). **Established:** 1967. **Capital:** NT\$10 million. **Subsidiary & associates:** Shipbreaking Berth and Yard in Kaohsiung. **Branches:** 30 Chung Shan N. Road, Sec. 2, Taipei.

**Activities:** Import/export; shipbreaking.

**Products handled:** Import—steel and metal products and scrap, old ships for breaking; export—steel and metal products and scrap, used marine machinery. Also ship plates, propeller scrap and ship shafting.

**Members of:** Institute of Scrap Iron & Steel Inc, Bureau International de la Récupération (BIR), Taiwan Regional Assn. of Old Ship Demolition Engineer Industry.

**Mabuhay Enterprise Co Ltd**

**Head office:** Room 3-3 No. 352, Sec. 1, Fu Hsing South Road, PO Box 58431, Taipei. **Tel:** 02 708 4137-9. **Telex:** 11581 kowe. **Cables:** Mabuhay Taipei.

**Management:** Danny H. Su (president), Frank Wu (vice president), Jennifer Kiang (assistant manager). **Established:** 1969. **Capital:** US\$100,000. **Ownership:** Danny H. Su family. **Subsidiary & associates:** Private Kao Po High School (education), Shine Team Shipping Co (shipping), Willy International Co Ltd (gift items import and export), Shine Team Trading Co Ltd (import high quality electronics), Bun An International Co Ltd (sundries), China Alloy Industry Co Ltd (aluminium products).

**Branches:** Kaohsiung and Taichung (Taiwan), Hong Kong, Thailand, Philippines, Singapore.

**Activities:** Export/import.

**Products handled:** Iron and steel pipes (export to USA, Middle East), bars (export to Middle East) and angles (export to USA, Middle East). Also C.I. valves (export to USA, Philippines, South America, Middle East), ferrous scrap (import from USA, South Africa, Asia, South America), steel raw material (alloy) (Europe, USA), aluminium ingot (Bahrain, Japan, Canada).

**Companies represented on agency basis:** Including Tai Feng Industry Co (pipes); Feng Hsin Iron & Steel Co Ltd, Taiwan (angles); Chiatai Iron & Ent. Corp (round bars); Yun Shen Steel & Iron Works Co Ltd (bars).

## TAIWAN

**Marubeni Corp**

**Addresses:** 3rd Floor, Chia Hsin Building, 96, Section 2, Chung Shan North Road, PO Box 22057, Taipei (Tel: 571 1121-9. Telex: 11225. Cables: Marubeni Taipei); 6th Floor, The Farmers Bank of China Building, 230 4th Road, Chung Cheng, Kaohsiung (Tel: 231 161-4. Cables: Marubeni Kaohsiung).

**Mitsubishi Corp**

**Address:** PO Box 741, Taipei. **Tel:** 597 3111. **Telex:** 11211. **Cables:** Mitsubishi Taipei.

**Management:** Y. Honda (manager).

**Mitsui & Co Ltd**

**Address:** 4th Floor, International Commercial Building 23, Sec. 1, Chang-An E. Road, Taipei (PO Box 821, Taipei 104). **Tel:** 5614171-80. **Telex:** 11212. **Cables:** Mitsui Taipei.

**Nanlien International Corp**

**Head office:** 10th Floor, Taipei Business Bank Building, 36 Section 3, Nanking East Road, Taipei. **Tel:** 02 5310161. **Telex:** 26000 nanlien. **Cables:** Nalien Taipei.

**Management:** S. L. Wu (board chairman), Paul Chen (managing director), Hsing Lin Chiu (president), Stephen Kuo (executive vice president). **Trading personnel:** Wells K. Wu (manager, metals department), Colin Guo (assistant manager, in charge of steel and iron), Jimmy Chao (assistant manager, in charge of non-ferrous metals), Charles Cheng, Miss Katherine Ahn. **Established:** 1978. **Capital:** US\$23 million (registered).

**Ownership:** The International Commercial Bank of China. Universal Cement Co Ltd. Chien Tai Cement Co Ltd. President Enterprises Corp. Tainan Spinning Corp.

**Branches:** Imperial Universal Inc, Suite 3490, 34th Floor, 707 Wilshire Blvd., Los Angeles, CA 90017, USA.

**Activities:** Import/export, financing, marketing.

**Products handled:** Steel products—bars, shapes, wire, plates, sheets, and pipes. Also steel and iron raw materials (melting scrap, rerolling materials, iron ore, coal, and coke), non-ferrous metals and products, auto parts and accessories, castings and machine parts, machinery.

**Companies represented on agency basis:** Chen Lee Industry Co (stainless steel round bars for Hong Kong market), Kingdom Steels Corp (alloy steels, die steels, tool steels, etc.).

**Okura & Co Ltd**

**Address:** 4th Floor, 64 Huai Ning Street, Taipei. **Tel:** 3315142, 3315111, 3117742, 3140952. **Telex:** 11203. **Cables:** Okura Taipei.

**Shaxon International Ltd.**

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Cable: "SHAXON", Taipei  
Telex: 22438 SHAXON

## TAIWAN

**Paulin Co Ltd**

**Head office:** 2-1 Nung An Street, Taipei. **Tel:** 02 5923112-5, 02 5966422. **Telex:** 23333 paulin. **Cables:** Paulin Taipei.

**Management:** C. L. Lin (director). **Trading personnel:** Setzeo Liao (general manager).

**Established:** 1967. **Capital:** US\$1 million. **Subsidiary & associates:** Zenlin Trading Co, Taipei; Pautron Co, Taipei; Sunlin Trading Co, Taipei. All export roller skates, stainless, food and sundry items.

**Activities:** Import/export.

**Products handled:** Import—electrolytic tinplate, blackplate, tinplate misprints, tinfree steel, CR and HR steel, galvanized sheets, coloured sheets, stainless, etc.

**Companies represented on agency basis:** Japan—Dei-Ent. Co Ltd, Dai Trading Co, Kashiwa Shoko Co, Kansai Trading Co, Kyodo Co Ltd. USA—Manuel International D.I.S.C. Inc, Tricoastal Steel Corp†, Trans-America Ferro, Interlake Inc, Kemeny Overseas Products Co.

**Shaxon International Ltd**

**Head office:** 50 Sung Chiang Road, 11th Floor, Taipei. **Tel:** 562 4113. **Telex:** 22438 shaxon. **Cables:** Shaxon Taipei.

**Management:** Hen-Yen Wang (president), Victor S. Wang (vice president). **Trading personnel:** Victor S. Wang (vice president), Benjamin S. Wang (sales manager).

**Established:** 1962. **Capital:** US\$500,000. **Ownership:** Private. **Branches:** Shaxon Industries Co, PO Box 822, Rockville, MD 20851, USA.

**Activities:** Exporters; import stockists; import/export agents.

**Products handled:** Steel bars and pipes, furniture tube (square and round), fence tube, angle bars, flats, squares, channels, wire rods, galvanized and black wire, iron nails, chain links for fencing, galvanized steel sheets, HR and CR steel sheets, plates (HR and ship plates), billets, ingots, tinplates.

**Companies represented on agency basis:** Lung Ching Steel Enterprise Co Ltd, Keun Hwa Steel Works & Enterprises Co Ltd and Tung I Iron & Steel Co Ltd, Taiwan.

**Members of:** Importers & Exporters Assn. of Taipei.

**Shin Shong Ta Metal Industries Co Ltd—see Han Chun Steel & Trading Ltd****Shun Siang Machinery Industries Co Ltd**

**Head office:** 79 Liu Chou Street, Taipei. **Tel:** 3021181-4. **Telex:** 21061 shunsian. **Cables:** Shunsiang Taipei.

**Management:** K. C. Lin (chairman), T. K. Tsai (director), C. T. Shen (general manager).

**Trading personnel:** C. T. Shen (foreign trade and sales). **Established:** 1967. **Capital:** NT\$5 million. **Ownership:** Shun Siang Trading Co Ltd. **Subsidiary & associates:** Shin Shong Ta Metal Industries Co Ltd, Fu Ta Steel Corp.

**Activities:** Import and import agency; stocks carried.

**Products handled:** CR grain oriented and non-oriented electrical steels (primes and seconds), CR steel sheets/coils (seconds and primes), prepainted galvanized steel sheets/coils (primes and seconds), stainless steel sheets/coils (primes and seconds), free cutting steels and any special steels.

**Companies represented on agency basis:** Distributor for Nippon Steel Corp, Japan (CR grain oriented and non-oriented electrical steels) covering Taiwan.

**Sumitomo Corp**

**Addresses:** 5th Floor, 15 Chung King South Road, Sec. 1, PO Box 733, Taipei (Tel: 311 4811-5, 371 1201-2. Telex: 11226 sumitomo. Cables: Sumitomo Taipei). Room 402, Land Bank Building, 131 Ta-Yung Road, PO Box 5-51, Kaohsiung (Tel: 07 551 1340, 07 551 9540. Telex: 81900 sumitomo. Cables: Sumitomo Kaohsiung).



## TAIWAN

## Uniscien Co Ltd

**Head office:** 11-1 Nanking East Road, Sec. 1, PO Box 1257, Taipei. **Tel:** 02 5415832, 02 5412134, 02 5517624. **Telex:** 21328 uniscien. **Cables:** Uniscien Taipei.

**Management:** Ho Yu (general manager). **Trading personnel:** T. T. Chang (manager, export department), K. H. Ho (manager, import department). **Established:** 1965.

**Capital:** NT\$2 million. **Ownership:** Private (100%).

**Activities:** Import and export, import/export agency.

**Products handled:** Stainless steel sheets/coils, cuttings, round bars, wire rods; electrical steel coils; CR and HR steel sheets/coils; carbon and alloy steels; billets.

**Companies represented on agency basis:** Franklin Stainless Corp (stainless steel sheets/coils, round bars). Market area covered: Taiwan.

## United Metals Enterprise Co Ltd

**Head office:** 4th Floor, Tiao Ho Building, 20 Chang Chun Road, Taipei 104. **Tel:** 581 7146. **Telex:** 22141, 24812 taipei. **Cables:** Unimetal Taipei.

**Management:** Ching-Tao Tu (president), Paul Chen and H. C. Sung (directors and managers), Robert Hu and C. F. Chen (directors and assistant managers). **Trading personnel:** Paul Chen (carbon steels, etc.), H. C. Sung (governmental enterprise tenders), Robert Hu (high alloy steels, etc.), Sander Chung (stainless steel, etc.), C. F. Chen (non-ferrous metals), C. C. Kuo (non-ferrous metals), C. L. Wu (governmental enterprise tenders). **Established:** 1973. **Capital:** NT\$5 million. **Ownership:** Chinese.

**Activities:** Commission agents in Taiwan for principals in foreign countries—import/export agency, stocks not carried.

**Products handled:** Carbon steels, semis, tubes, wire ropes and special steels from almost all developed countries.

**Companies represented on agency basis:** Including VEW—Vereinigte Edelstahlwerke AG, Austria; Vantin, S. Africa. **Members of:** Taiwan Metals Trading Assn.

# Steel Rolling Mills Limited

*Leading Suppliers of  
Steel to the  
East African Market*

P.O. Box 5034  
Tanga, Tanzania

Telephone: 2731/2732  
Telex: 45123

# Thailand

## Asoma (Bangkok) Co Ltd

**Head office:** 11 Soi Sailom, Phaholyotin Road, Bangkok (PO Box 4 154, Bangkok). **Tel:** 2793996, 2793998. **Telex:** 82006 thaisom.

**Ownership:** Asoma—The Lissauer Group. **Branches:** Asoma (Singapore) Pte Ltd, 10a Yen San Building, 268 Orchard Road, Singapore 9 (Tel: 235 9149, 235 9140. Telex: 786 26082).

**Activities:** General traders in steel, steel scrap, pig iron, ferrous and non-ferrous ores and concentrates, standard and high temperature alloys, major and minor metals, chemicals, etc.

**Products handled:** Semi-finished steel, bars, structurals, HR and CR flat products, wire rods, wire products, tubulars.

## Brewo (Thailand) Co Ltd

**Head office:** 95 Rajadamri Arcade, 7th Floor, Rajadamri Road, Bangkok. **Tel:** 2518755-7. **Telex:** 2558 brewo th. **Cables:** Brewo Bangkok.

**Management:** Kurt Jurgen Plotner (managing director), Thongsuk Charokrum (sales manager), H. von Engelbrechten (manager, technical division). **Trading personnel:** Arthur Tan, Suvit Sriratana, Prasert Benjautharit. **Established:** 1962. **Capital:** Bhat 1 million.

**Activities:** Import, export agency; no stocks.

**Products handled:** Ferrous and non-ferrous metals. Also building supplies, electrical machines, mining supplies.

**Companies represented on agency basis:** Including Arbed SA, Luxembourg (steel products).

## Gerson & Sons Ltd

**Head office:** 287 Silom Road, Bangkok 5. **Tel:** 2342914-7. **Telex:** 82952 gerson th. **Cables:** Gerson.

**Management:** M. Gerson (managing director), A. Gerson (assistant managing director), M. Lurie (assistant managing director), Sompongse Vongsuphar (manager, mechanical engineering department), Chamnong Keoplang (manager, construction department), Manop Vanichphongse (manager, furniture department). **Trading personnel:** M. Laurie (general sales), Sompongse Vongsuphar (engineering sales), Manop Vanichphongse (furniture sales). **Established:** 1946. **Ownership:** M. Gerson and A. Gerson. **Branches:** Various, sub-dealerships in all essential provincial areas.

**Activities:** Civil and mechanical engineering works and projects. Importers of various engineering and related products with stocks inventory carried. Exporters of custom-made furniture products. Watching briefs maintained on behalf of various international organisations concerning civil engineering and industrial projects to be undertaken in the Territory.

**Products handled:** Special steels. Also mining and quarrying machinery plant, construction and off-highway equipment, industrial plant and machinery, various related machinery and engineering products, fire fighting vehicles and equipment.

**Companies represented on agency basis:** Including British Steel Corp (BSC), UK (special steels division, etc.).

**Members of:** British Chamber of Commerce (Bangkok), Thai Chamber of Commerce, American Chamber of Commerce (Bangkok), Board of Trade, Thai Contractor Assn.

## Hanwa Thailand Co Ltd

**Address:** Room 506, Kasemkij Building, 120 Silom Road, Bangkok. **Tel:** 234 0589. **Telex:** 2561.

**Activities:** Import/export of steels, foods, logs, fuel, etc.

## THAILAND

**C. Itoh & Co Ltd**

**Address:** Thaniya Building, 9th Floor, 62 Silom Road, PO Box 337, Bangkok. **Tel:** 233 6941. **Telex:** 3110 itohchu th. **Cables:** Citoh Bangkok.

**Kanematsu-Gosho (Thailand) Ltd**

**Address:** 7th Floor, Thaniya Building, 62 Silom Road, PO Box 592, Bangkok. **Tel:** 234 7782, 234 2075-9, 233 6152, 233 8080, 234 7782, 234 2075-8, 234 8642-4. **Telex:** 2613. **Cables:** Kanegold.

**Kawasho Corp**

**Address:** Room 305, Dusit Thani Office Building, 1-3 Rama 4th Road, Saladaeng Circle, Bangkok. **Tel:** 233 8255-6. **Telex:** 2391 kawasho th. **Cables:** Kawasho Bangkok.

**Kinsho-Mataichi Corp**

**Address:** 3rd Floor, Shinto Building, 115/1 Surawongse Road, PO Box 358, Bangkok. **Tel:** 234 3626-7. **Telex:** 3200. **Cables:** Kinsho Bangkok.

**Marubeni Corp**

**Address:** 7th Floor, Dusit Thani Office Building, 1-3 Rama 4th Road, PO Box 1364, Bangkok. **Tel:** 2335830. **Telex:** 3080. **Cables:** Marubeni Bangkok.

**Metro Co Ltd**

**Head office:** 180-184 Metro Building, Rajawongse Road, PO Box 362, Bangkok. **Tel:** 2229154-60, 2229163-70. **Telex:** 82271, 81158, 81113. **Cables:** Metroco Bangkok.

**Management:** President—Prasert Tangtrongsakdi. Vice president—Viroch Ngamkrerkchote. Managers—Paisarn Ruengsaengnopparatana (general, metal department), Praphan Mokarakorn (deputy general), Jaray Bhumichitra (deputy general), Sukich Lerdpaisalwongse (assistant general). **Trading personnel:** Kaboon Sakulyong (manager division I, ferrous scrap section and general commodities section (distributor of construction round bars, deformed bars)), Worapoj Teerasirisin (manager division II, ferrous prime section (dealing in steel coil/plate/sheets, special high carbon steel, stainless steel sections, beams) and non-ferrous section). **Established:** 1974. **Capital:** US\$20 million. **Ownership:** Private. **Subsidiary & associates:** Thai Central Chemicals Co Ltd (fertiliser manufacturer), United Flour Mill Co Ltd (wheat flour manufacturer), United Silo & Service Co Ltd (silo service), International Warehousing Co Ltd (warehousing facility), Bangkok Steel Industry Co Ltd (steel manufacturer), U.M.C. International Corp (international trading network). **Branches:** Ferchem Corp, Galleria Building, Suite 41-G-H (41st Floor), Andre Place, 117 East 57th Street, New York, NY 10022, USA (Tel: 212 355 7300. Telex: 425026); Central Pacific Ex-Im Corp, Suite 2221, Pan Am Building, 200 Park Avenue, New York, NY 10017, USA (Tel: 212 972 0830. Telex: 126515).

**Activities:** Import/export, commission agency, also stockholder of industrial chemicals. **Products handled:** Ferrous and non-ferrous metals. Also industrial chemical raw materials, fertilisers, textiles, plastics.

**Companies represented on agency basis:** Including Detlef Von Appen GmbH, West Germany (re-rolling material); Coutinho, Caro & Cot, West Germany (prime quality steel).

## THAILAND

**Mitsiam International Ltd**

**Head office:** 6th Floor, Boonmitr Building, 136 Silom Road, Bangkok. **Tel:** 2345940. **Telex:** 82362. **Cables:** Mitsiamint Bangkok.

**Management:** Y. Sonoyama (managing director), M. Nagashima (executive director), S. Vimarn (executive director), M. Nishijima (manager), Y. Mitsui. **Trading personnel:** C. Veerachai, P. Supachai, W. Wichan, L. Chinnavat, S. Chairat. **Established:** 1974. **Capital:** Bhat 5 million. **Ownership:** Mitsui & Co Ltd†, Japan and Thai partners.

**Activities:** Import/export agency.

**Products handled:** All kinds of steel products, raw materials, fabricated steel.

**Mitsubishi Co (Thailand) Ltd**

**Address:** PO Box 179, Bangkok 5. **Tel:** 2330560. **Telex:** 2628. **Cables:** Mitsubishi Bangkok.

**Management:** I. Hayashi (president, director).

**Mitsui & Co (Thailand) Ltd**

**Head office:** 6th Floor, Boonmitr Building, 138 Silom Road, PO Box 865, Bangkok. **Tel:** 234 5940. **Telex:** 2362. **Cables:** Mitsui Bangkok.

**Management:** President—Yuzo Sonoyama. Executive vice president and manager—Shinichi Ohtake. Executive directors and managers—Michinori Nagashima, Tatsuo Ohwada, Kimihiko Esaka, Sohji Yanagisawa. **Trading personnel:** Michinori Nagashima (manager, metal department), Charn Chongvatanapornlert (assistant manager), Mrs. Suree Pathamasingh (galvanized steel sheets), Miss Chintana Tankulratana (galvanized steel sheets, steel wire rods and steel wire), Miss Supranee Helviphat (tinplate). **Established:** 1959. **Capital:** Bhat 30 million. **Ownership:** Wholly-owned subsidiary of Mitsui & Co Ltd†, Japan. **Subsidiary & associates:** Subsidiary—Mitsiam International Ltd† (export, import and domestic trading); associates—Thai Tinplate Mfg. Co Ltd (tinplate manufacturing), The Sangkasi Thai Co Ltd (galvanized steel sheet manufacturing), Thailand Iron Works Co Ltd (galvanized steel sheet manufacturing), Sinthani Industry Co Ltd (steel wire manufacturing), Siam Electric Industries Co Ltd (copper wire manufacturing), Thai Special Steel Co Ltd (special steel manufacturing).

**Activities:** Subsidiary company of Mitsui & Co Ltd, Tokyo and mainly occupied with domestic trading in Thailand and supervising/co-ordinating associate companies in Thailand. International trading is through our subsidiary company, Mitsiam International Ltd.

**Products handled:** Galvanized sheets, tinplate, wire rods, wire (including galvanized), pipes, plates, sections, bars. Also non-ferrous products.

**Companies represented on agency basis:** The Sangkasi Thai Co Ltd (SKT), Thailand (galvanized steel sheets); Thailand Iron Works Co Ltd, Thailand (galvanized steel sheets); Sinthani Industry Co Ltd (steel wire). Market area covered: Thailand.

**Members of:** Metal division of Japanese Chamber of Commerce, Bangkok.

**Nichimen Co Ltd**

**Address:** Thaniya Building, 3rd Floor, 62 Silom Road, PO Box 830, Bangkok. **Tel:** 234 4940, 233 8083, 233 8084. **Telex:** 3050. **Cables:** Nichimen Bangkok.

**Nissho-Iwai (Thailand) Ltd Partnership**

**Address:** 4th Floor, Sarasin Building, 14 Surasak Road, Silom, Bangrak, Bangkok. **Tel:** 02 2345920. **Telex:** 2332 sunrock. **Cables:** Nisshoiwai Bangkok.



**THAILAND****Nomura Trading (Thailand) Co Ltd**

**Addresses:** 5th Floor, Thai Danu Bank Building, 393 Silom Road, PO Box 617, Bangkok (Tel: 233 9300-1, 233 9160-9. Telex: 2643 shinorep th. Cables: Shinorep Bangkok). 25-31 Mahaprutaran Road, Bang Reg Dist., Bangkok (Tel: 233 0788-9, 233 9968).

**Okura & Co Ltd**

**Address:** Room 605, Kasemkij Building, 120 Silom Road, Bangkok. **Tel:** 2341459, 2338989-98 (Kasemkij Bldg.). **Telex:** 82340. **Cables:** Okura Bangkok.

**Ronim Marketing Services (Thailand) Ltd**

**Head office:** 38 Sukhumvit 63 Road, Ekamai, Bangkok. **Tel:** 3910488. **Telex:** 82013. **Cables:** Austhai.

**Management:** W. J. Crosley (managing director), S. B. McCall (director). **Trading personnel:** M. Kahn (sales manager). **Established:** 1978. **Capital:** US\$100,000.

**Ownership:** Wholly-owned subsidiary of AFI (Thailand) Ltd. **Subsidiary & associates:** AFI (T) Ltd (trading consumer products), Marketing Media Assn. (Time Life books/educational programmes/aids), Jaykay Thailand Ltd (files), Spinneys AFI (T) Ltd (onshore/offshore catering service), Safety Insurance (insurance), Curtis Management (T) (agency, Helene Curtis products), Ronim Ltd (agency, Lancome products).

**Activities:** Import, stocks carried.

**Products handled:** Steel, metals and minerals. Also industrial chemicals, fine chemicals, fragrances, flavours, construction materials, leisure products, business equipment/machines, hospital equipment, industrial supplies.

**Companies represented on agency basis:** BHP—The Broken Hill Pty Co Ltd, Australia (all products) covering Thailand.

**Sandvik Thailand Ltd**

**Head office:** Room 508, 5th Floor, Sita Building, 388 Mahesak Road, Bangkok 5. **Tel:** 2339240, 2341578, 2349241-5 ext. 506. **Cables:** Sandvik Bangkok.

**Management:** Kiat Siri Wattana (managing director). **Trading personnel:** Anucha Kittanamongkolchai (sales engineer, steel). **Established:** 1968. **Capital:** Bhat 750,000.

**Ownership:** Sandvik AB, Sweden.

**Activities:** Import only, stocks carried.

**Products handled:** Stainless steels. Also saws and tools, cutting tools (tungsten), and conveyers.

**Companies represented on agency basis:** Mainly companies in the Sandvik group.

**Siam Suriya Co Ltd**

**Address:** Uchu Liang Foundation Building, 8th Floor, 968 Rama 4 Road, Bangkok. **Tel:** 233 6649, 235 2804. **Telex:** 2607. **Cables:** Okayasteel Bangkok.

**Sumi-Thai International Ltd**

**Address:** 159 Rajadamri Road, Bangkok.

**Ownership:** 49%, Sumitomo Corp Thailand Ltd; 51%, the leading companies in Thailand.

**Activities:** Import and export and domestic business covering all kinds of iron and steel items, including brokerage or agent commission business.

## THAILAND

**Sumitomo Corp Thailand Ltd**

**Head office:** 159 Rajadamri Road, Bangkok. **Tel:** 2511191-6. **Telex:** 87354. **Cables:** Sumitomo Bangkok.

**Management:** Y. Morita (president), Y. Nakano (managing director). **Trading personnel:** Y. Nakano (department manager, Thailand), Saeng Minakul (section manager, Thailand). **Established:** 1960. **Capital:** Bhat 21 million. **Ownership:** Wholly-owned subsidiary of Sumitomo Corp, Japan. **Subsidiary & associates:** Sumi-Thai International Ltd, Bangkok (import and export and domestic business covering all kinds of iron and steel items, including brokerage business or agent commission business).

**Activities:** Import, export and domestic business covering all kinds of iron and steel items, except brokerage business or agent commission business. Stocks are carried occasionally.

**Products handled:** Import into Thailand of all kinds of steel such as pipes and tubes, CR and HR coils/sheets, stainless sheets and bars, wire rods and bars, wire and strand (especially PC wire and strand), etc. Export from Thailand of PC wire and strand and ERW steel pipes.

**Companies represented on agency basis:** Export agent for Thai Special Wire Co Ltd, Thailand (PC wire and strand, worldwide); Export agency for Thai Steel Pipe Industry Co Ltd, Thailand (ERW pipes covering Middle East, Africa and other areas); Sumitomo Corp, Japan and its overseas offices and branches, worldwide.

**Toyomenka (Thailand) Ltd**

**Address:** 4th Floor, Siam Center, 965 Rama 1 Road, PO Box 837, Bangkok 5. **Tel:** 252 2734, 252 2743. **Telex:** 87314 tmk th. **Cables:** Toyomenka Bangkok.

**Watana Inter-Trade Co Ltd**

**Address:** 7th Floor, Thaniya Building, 62 Silom Road, Bangkok. **Tel:** 234 7782, 234 2075-8, 233 8080, 234 8642-4. **Telex:** 2613. **Cables:** Watintrade.

# Trinidad

**Dansteel Ltd**

**Head office:** 2½ Miles South Trunk Road, La Romain (PO Bag 136, San Fernando). **Tel:** 65 78298, 65 79145. **Cables:** Dansteel.

**Management:** Jack Ramoutarsingh (managing director), Amarjit Chadee (financial director). **Trading personnel:** Anthony Ramrattan (purchasing manager). **Established:** 1977. **Capital:** TT\$12,500,000. **Ownership:** Private—Javida Ltd (70%), Daniel Holdings Ltd (30%). **Subsidiary & associates:** Southern Metal Industries Ltd (steel and allied products), Trinrico Steel & Wire Products Ltd (welded mesh fabric/chain link wire).

**Activities:** Import/export, stockists.

**Products handled:** Steel—beams, channels, angles, purlins, reinforcing bars, etc.; welded mesh fabric. Also lumber, plywood, general building materials.

**F. T. Farfan & Sons Ltd**

**Address:** 28-30 Sackville Street, Port of Spain. **Tel:** 62 359 90, 62 317 58, 62 510 79, 62 515 75. **Telex:** 276 fitwir wg. **Cables:** Farsons.

## TRINIDAD

**Mitsui & Co Ltd**

**Address:** L. J. Williams Building, 122 St. Vincent Street, Port of Spain. **Tel:** 62 31583, 62 35837. **Telex:** 325. **Cables:** Mitsui Port of Spain.

**Taurel & Co Ltd**

**Head office:** 134-138 Frederick Street, Port of Spain. **Tel:** 62 38761-3. **Cables:** Taurel.

**Management:** C. Quesnel (managing director), P. Laurence (director). **Trading personnel:** S. Serrao (manager, hardware and industrial). **Ownership:** Wholly-owned subsidiary of Neal & Massy Holdings Ltd. **Subsidiary & associates:** Universal Metal Co Ltd (producers of chain link, welded wire mesh, steel furniture).

**Activities:** Commission agents and distributors.

**Products handled:** Wire, sheets, construction steels, pipes.

**Companies represented on agency basis:** Mitsubishi Corp; British Steel Corp (Tubes) Division, UK; Samac International Co Ltd†, UK.

# Turkey

**Altay Kollektif Sirketi**

**Address:** Kizilirmak Sokak 2, Bakanliklar, Ankara. **Tel:** 2525-8. **Telex:** 42 382 met tr. **Cables:** Met Ankara.

**Asil Çelik Sanayi ve Ticaret AŞ**

**Head office:** Büyükdere Caddesi Ercan Han 121-6/7, Gayrettepe, İstanbul. **Tel:** 67 55 60, 67 41 74. **Telex:** 26101 acel tr. **Cables:** Asil Celik İstanbul.

**Management:** Rahmi M. Koç (board chairman), Tezcan M. Yaramanci (general manager). **Trading personnel:** Cihat İlkbaşıran (assistant general manager, sales and exports), Duru Güneri (manager, sales), Edip Besen (manager, purchasing).

**Established:** 1974. **Capital:** TL 2 billion. **Ownership:** Koç Holding AŞ, T. İş Bankası AŞ, T. Ticaret Bankası AŞ, Çelik Endüstrisi TAŞ, T. Sinai Kalkınma Bankası AŞ, International Finance Corp. and public. **Subsidiary & associates:** Mavi Çelik Sanayi ve Ticaret AŞ (marketing and sales of specialty steels). **Branches:** Plant—Orhangazi, Bursa, Turkey.

**Activities:** Manufacturing and sales of special steels; export/import.

**Products handled:** Carbon steels, free cutting steels, spring steels, alloy steels.

**Companies represented on agency basis:** Thyssen Edelstahlwerke AG (TEW), West Germany (sales, representation for Turkey)..

**Members of:** Özel Sektör Demir ve Çelik Üreticileri Derneği.

**Celalettin Derviş Bükey ve Oğlu Ticaret Ltd Şti**

**Head office:** Olgunlar Sokak 16, Bakanliklar, Ankara. **Tel:** 25 34 55, 17 56 16. **Telex:** 42276 kmtx tr. **Cables:** Bukey Ankara.

**Management:** Erol Derviş Bükey. **Trading personnel:** Mrs. Deniz Yetik, Koray Yetik. **Established:** 1935. **Capital:** TL 500,000. **Ownership:** C. D. Bükey, E. D. Bükey, D. Bükey, M. Kuyuş, D. Yetik. **Subsidiary & associates:** Kemiteks; Pompa ve Makina Sanayii. **Branches:** İstanbul, İzmir (Melih Gürsoy, sub-agent).

**Activities:** Import agency; no stocks carried.

**Products handled:** Stainless and other steel products; also tyres, wheels, axles, rails.

**Companies represented on agency basis:** British Steel Corp (BSC), UK.

**Members of:** Ankara Chamber of Commerce.

## TURKEY

**Cemag—Maden Sanayii ve Ticareti**

**Head office:** Tunus Caddesi 51-8, Kavaklıdere, Ankara. **Tel:** 26 93 10, 27 29 58. **Telex:** 42727 emag tr. **Cables:** Cemag Ankara.

**Management:** Cemil Agar (managing director), Hakan Sungur (assistant manager). **Trading personnel:** Hakan Sungur (non-ferrous metals), Arif Agar (steel products), Leyla Ulaş (chemicals, fertilisers). **Established:** 1971. **Capital:** TL 500,000. **Ownership:** Cemil Agar.

**Activities:** Import/export agency; commission agent; no stocks carried.

**Products handled:** Steel billets, blooms, sections, wire rod, special tool steels. Also ferro-alloys.

**Atilla Dural**

**Head office:** Tunali Hilmi Caddesi 112/1, Kavaklıdere, Ankara. **Tel:** 265767, 264784. **Telex:** 42271 dura tr. **Cables:** Atilla Ankara Turkey.

**Management:** Atilla Dural (president), Nuri Akgun (technical manager), Mrs. Guler Burak (executive secretary). **Trading personnel:** Atilla Dural and Mrs. Guler Burak (covering Turkey). **Established:** 1966. **Capital:** TL 100,000. **Ownership:** Single owner, private company.

**Activities:** Agent for suppliers and manufacturers (foreign).

**Products handled:** Iron and steel products, pipes, ferro-alloys. Also drilling equipment and machines and generators.

**Companies represented on agency basis:** Including Sail—Steel Authority of India Ltd, India (iron and steel products); Export Oil Field Supply Co (International) Inc, USA (pipes, drilling equipment and machines). Market area covered: Turkey.

**Members of:** Ankara Chamber of Commerce.

**Maison Lebet de Representations et de Commerce—  
Eraldo Franco**

**Head office:** Sirkeci, Muhzirbaşı sokak. Güzel han, 3rd Floor, Istanbul. **Tel:** 27 69 00-01 and 267422. **Telex:** 22008. **Cables:** Lebet Istanbul.

**Management:** Eraldo Franco (owner and managing director). **Trading personnel:** Benjamin Levy. **Established:** 1967. **Capital:** TL 30,000.

**Activities:** Import and import agency.

**Products handled:** Iron and steel products, pig iron, ferro-alloys, etc. Area covered: Whole of Turkey.

**Companies represented on agency basis:** TradeArbed SA†, Luxembourg (semis, sections, merchant bars, plates and sheets, sheet piling) covering Turkey.

**Canip Orhun**

**Head office:** Cumhuriyet Cad. 135/4, Sisli, Istanbul. **Tel:** 406129, 484614. **Telex:** 22587 hun tr. **Cables:** Hunorcan Istanbul.

**Established:** 1962. **Ownership:** Canip Orhun. **Subsidiary & associates:** Affiliated with Asoma—The Lissauer Group.

**Activities:** General traders in steel, steel scrap, pig iron, ferrous and non-ferrous ores and concentrates, standard and high temperature alloys, major and minor metals, chemicals, etc.

**Products handled:** Steel billets, slabs, profiles, angles.

**Companies represented on agency basis:** All members of the Lissauer Group, represented in Turkey.

**Members of:** Istanbul Chamber of Commerce.

**Sandvik Istanbul Ticaret Ltd Şti**

**Head office:** Büyükdere Caddesi, Unlu Apt. 155-8, Zincirlikuyu, Istanbul. **Tel:** 66 49 48-9. **Telex:** 26401 sand tr. **Cables:** Sandvik Istanbul.



## TURKEY

**Sandvik İstanbul Ticaret Ltd Şti** (*continued*)

**Management:** Bulent S. Taşman (general manager). **Established:** 1966. **Capital:** TL 800,000. **Ownership:** Sandvik AB, Sweden.

**Activities:** Imports of Sandvik group companies products. No local stocks carried.

**Products handled:** Stainless and special alloy steels (strip, wire, pipes, tubes and fittings), die steel. Also cemented carbide products (cutting tools, wear parts), saws and tools and steel conveyor belts and process units.

**Companies represented on agency basis:** Fagersta AB, Sweden (all steel products); Uddeholms AB, Sweden (high speed steels).

**Teknika TAŞ**

**Head office:** Voyvoda Caddesi 61-3, Karaköy, İstanbul. **Tel:** 43 61 00. **Telex:** 24135. **Cables:** Kanitek.

**Management:** Board directors—Eli Burla, Fred Burla, Lorry Burla, Robert Sonman, Leon Hananel. **Trading personnel:** René Koen and François Assa (department managers), Oğuz Altan (manager, Ankara branch). **Established:** 1939. **Capital:** TL 20 million (including reserves). **Ownership:** 100% Burla family together with other companies in the Burla group. **Subsidiary & associates:** Burla Makina Ticareti ve Yatırım AŞ (sale and distribution of imported or locally manufactured machine tools, bearings, welding equipment, generating sets, machinery and industrial equipment, electrical equipment, household appliances, radio and television receivers, photographic equipment and materials, lighting equipment, etc.); Teknosan Büro Makine Levazimatı AŞ (trades in office equipment; a manufacturing division producing calculators and typewriters under licence from Facit of Sweden). Also act as authorised agents or distributors. **Branches:** Ulus Meydani, Koçak Han 5, Ankara.

**Activities:** Import and import agency; stocks carried.

**Products handled:** Stainless steel.

**Companies represented on agency basis:** Avesta Jernverks AB, Sweden.

# Uganda

**Mackenzie Technical Services Ltd**

**Head office:** PO Box 7011, Kampala. **Tel:** 34005-9. **Telex:** 61080. **Cables:** Macdal.

**Management:** David M. Bujara (director). **Trading personnel:** See management. **Established:** 1967. **Capital:** £285,000.

**Companies represented on agency basis:** British Steel Corp (BSC), UK (steel tubes, tubular products and fittings).

# United Kingdom

**Abtal Ltd**

**Head office:** 49 London Wall, London EC2M 5TL. **Tel:** 01 600 8300. **Telex:** 24224.

**Management:** John Edgell (general manager). **Established:** 1971. **Capital:** £100.

**Ownership:** R. M. Goddard and C. T. Goddard.

**Activities:** Import/export, no stocks carried.

**Products handled:** Steel rounds and castings.

**Companies represented on agency basis:** Officine Bertoli SpA, Italy.

## UNITED KINGDOM

**Addax Ltd**

**Head office:** 22a Molesey Road, Hersham, Walton-on-Thames, Surrey, KT12 4RQ.

**Tel:** Walton 45466. **Cables:** Addaxco Walton on Thames.

**Management:** M. Musgrove (managing director). **Established:** 1951. **Capital:** £2,000. **Ownership:** Private.

**Activities:** Export, no stocks carried.

**Products handled:** Secondary grade steel products.

**Ademar Exports Ltd**

**Head office:** 35 Red Lion Square, PO Box 116, London WC1R 4EA. **Tel:** 01 794 1872. **Telex:** 24321. **Cables:** Ademar London WC1.

**Management:** E. Mordler (managing director). **Trading personnel:** See management. **Established:** 1973. **Capital:** £10,000. **Ownership:** Mr. E. and Mrs. D. Mordler.

**Activities:** Export, various agencies, no stocks carried.

**Products handled:** Semis, pig iron, ferrous scrap.

**Members of:** International Steel Trade Assn., British Scrap Federation, Bureau International de la Récupération (BIR).

**Adria Trading Co**

**Head office:** 9 Highshore Road, London SE15 5AA. **Tel:** 01 639 9716, 01 732 7625.

**Telex:** 884829 adria. **Cables:** Adriakom London SE15.

**Management:** W. W. Marshall (sole proprietor). **Trading personnel:** Sara Nogueiras.

**Established:** 1967. **Subsidiary & associates:** Thames-Nile Ltd (trade with Arab states), South London Food Specialities (food importers). **Branches:** 76 Camberwell Church Street, London SE5.

**Activities:** Steel exports, also non-ferrous metals and technical goods.

**Companies represented on agency basis:** Sheerness Steel Co Ltd, UK (all products) covering Jamaica.

**Members of:** International Steel Trade Assn.

**African Commercial Corp Ltd**

**Head office:** 632 Grand Buildings, Trafalgar Square, London WC2. **Tel:** 01 930 8751-2. **Telex:** 888941 afcomdar chamcom london. **Cables:** Afcomdar London.

**Management:** R. Lux (director). **Trading personnel:** M. Lux (steel business, worldwide). **Established:** 1949. **Capital:** £52,000.

**Airdrie Steel Co Ltd**—see George H. Campbell & Co**Alloy & Metal (Overseas) Ltd**

**Head office:** Livingstone Road, London E15 2LJ. **Tel:** 01 534 4233. **Telex:** 896917. **Cables:** Alloymet London.

**Ownership:** Private. **Subsidiary & associates:** Alloy & Metal Stockholders Ltd (stockists of stainless steel and nickel alloy materials), Alloy & Metal Products Ltd (manufacturers of stainless steel bars). **Branches:** Churchbridge Industrial Estate, Park Street, Oldbury, Warley, West Midlands; Rotherham Road, Laughton Common, Dinnington, Sheffield S31 7RG; Cunningham Road, Springkerse Industrial Estate, Stirling, FK7 7TD, Scotland.

**Activities:** Importers and exporters of stainless steel plates, sheets, bars and tubes.

**Members of:** International Steel Trade Assn.

## UNITED KINGDOM

**ALZ Stainless (UK) Ltd**

**Head office:** 32 Cumberland Street, Sheffield S1 4PT. **Tel:** 0742 77004. **Telex:** 54325.

**Management:** Len Bates (managing director), John Jordan (shipping manager), Brenda Gill (secretary). **Ownership:** ALZ NV, Belgium. **Branches:** Throughout Europe.

**Activities:** UK sales office importing from Belgium and USA.

**Products handled:** Stainless flat rolled products (sheets, coil, plates, strip, slabs), stainless ingots and bands. Also titanium products (bars, billets, plates).

**Amari World Steel Ltd**

**Head office:** New Bond Street House, 1-5 New Bond Street, London W1Y 0PR. **Tel:** 01 493 9371. **Telex:** 262937 amaril g.

**Management:** K. T. Winterton (managing director), P. H. Burton (commercial director), P. R. Richardson (financial director). **Trading personnel:** N. Sykes-Thompson (stainless bars), R. Manghan (stainless sheets and plates). **Established:** 1972.

**Capital:** £250,000. **Ownership:** Amari Ltd. **Branches:** Pegasus House, Glossop Road, Sheffield S10 2QD.

**Activities:** Import/export of stainless steel products; stocks held of bars and sheets in Sheffield, London and Rotterdam.

**Products handled:** Stainless steel tubes, bars, sheets, plates; high speed steel; tool steel; high nickel alloys.

**Companies represented on agency basis:** Thyssen Edelstahlwerke AG (TEW), West Germany (stainless steel sheets); Sias SpA, Italy (stainless steel bars); Comsteel—Commonwealth Steel Co Ltd, Australia (stainless steel sheets).

**Members of:** International Steel Trade Assn.

**Alloy & Metal (Overseas) Limited**

# Stainless Steel

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**Sheffield Office and Warehouse**  
Telephone Dinnington (090 978) 4541 Telex 54525

**Stirling Office and Warehouse**  
Telephone Stirling (0786) 70381 Telex 779649



## UNITED KINGDOM

**Amodil Supplies Ltd**

**Head office:** High Street, Cleobury Mortimer, Nr. Kidderminster, Worcs. **Tel:** 02995 771. **Telex:** 339566 amos g.

**Management:** W. J. Urry (chairman and managing director), W. P. Slingsby (commercial director), C. A. Urry (financial director). **Trading personnel:** Sales—W. P. Slingsby, A. Coghill, A. Lewis (expediting). **Established:** 1975. **Ownership:** W. J. Urry and C. A. Urry. **Subsidiary & associates:** ASL Stainless Services Ltd†, Cleobury Mortimer (stainless steel stockholder, import/export).

**Activities:** UK agencies for stainless steel products; stocks carried; import agencies.

**Products handled:** Stainless steel and high alloy bars and billets, drop forgings and machined drop forgings; stainless steel and alloy fasteners; stainless steel wire, bars, tubes and pipes.

**Companies represented on agency basis:** Sole UK agency for steel products—Olarra SA (Olsa), Spain (stainless steel and high alloy bars and billets); Forjas de Amorebieta, Spain (stainless steel and high alloy drop forgings); José M. Galarraga SA, Spain (stainless steel and alloy fasteners); Sté Savoisiennne de Métaux SA, France (stainless steel wire, bars, tubes and pipes).

**Armco Ltd, Division of Armco Inc**

**Head office:** Jubilee Road, Letchworth, Herts. **Tel:** 046 26 6588. **Telex:** 825040.

**Management:** Directors—J. E. Deger (managing), J. Hall, P. Nightingale, J. R. Scarborough (secretary). **Trading personnel:** B. D. Green (general manager, steel mill products, Europe and Africa). **Ownership:** Armco Inc, USA. **Branches:** Stephenson Street, Newport, Gwent; 76 Jermyn Street, London; Netherton Works, Netherton Street, Wishaw, Lanarks.

**Activities:** Import.

**Products handled:** Aluminized steel, specialty strip products, specialty stainless alloys, ingot iron products, general steel products.

**Ashworth-Pitt Ltd**

**Head office:** 10 St. Paul's Chambers, St. Paul's Parade, Sheffield S1 2JL. **Tel:** 0742 750699. **Telex:** 547676 chamco g.

**Products handled:** Carbon alloy and stainless bars, forgings and hollow bars.

**ASL Stainless Services Ltd**

**Head office:** High Street, Cleobury Mortimer, Nr. Kidderminster, Worcs. **Tel:** 02995 771. **Telex:** 339566 amos g.

**Management:** W. J. Urry (chairman and managing director), W. P. Slingsby (commercial director), C. A. Urry (financial director). **Trading personnel:** Sales—W. P. Slingsby, A. Coghill, A. Lewis (expediting). **Established:** 1977. **Ownership:** See management. **Subsidiary & associates:** Amodil Supplies Ltd†, UK (associated).

**Activities:** Stainless steel stockholders, import/export.

**Products handled:** Stainless steel and high alloy bars, billets, forgings, fastenings, wire rod and coils.

**The Associated Steel Co Ltd**

**Head office:** 8-14 St. Pancras Way, London NW1 0PU. **Tel:** 01 387 9001. **Telex:** 24938. **Cables:** Atlantmet London.

**Management:** A. Armitage and L. Green (directors). **Trading personnel:** See management. **Established:** 1956 approx. **Capital:** £25,000. **Subsidiary & associates:** The Atlantic Metal Co Ltd†, London (exporters and stockists of stainless steel and non-ferrous metals).

**Activities:** Exporters and distributors of all forms of steel, tinplate and related products; stocks are carried.

**Products handled:** Steel and tinplate semis, covering UK and worldwide.

**Members of:** National Assn. of Steel Stockholders.



## UNITED KINGDOM

**The Atlantic Metal Co Ltd**

**Head office:** 8-14 St. Pancras Way, London NW1 OPU. **Tel:** 01 387 9001. **Telex:** 24938. **Cables:** Atlantmet London.

**Management:** Directors—H. Petzal (managing), Miss E. L. Rosenthal (secretary), L. B. Biggs. **Trading personnel:** L. Ross (sales manager), J. L. Barlow (general manager, Birmingham), H. McAllion (sales office manager), P. Petzal (export and stainless steel).

**Established:** 1950. **Capital:** £100,000. **Ownership:** Private. **Subsidiary & associates:** The Atlantic Steel Co Ltd, UK (mild steel, tinplate, etc., mainly export); Central Metal Storage Ltd (ferrous and non-ferrous metals, mainly export). **Branches:** Midland Works, 35 Lord Street, Birmingham B7 4DQ; Hall Farm House, Litton, Buxton, Derbyshire, SK17 8QP (Mr. H. Radford).

**Activities:** Stockholders, processors, distributors and exporters.

**Products handled:** Stainless steel, alloy steels, heat resisting steels, special steels.

**Members of:** National Assn. of Steel Stockholders.

**Atlas Alloys Ltd**

**Head office:** Cradock Road, Luton, Beds. **Tel:** 0582 599533. **Telex:** 825859.

**Management:** A. B. Gladman (managing director), M. Goldberg (manager, finance), B. Walker (contracts manager). **Trading personnel:** Sales managers—I. F. Robb (Southern branch), E. W. Jones (Northern branch). **Established:** 26 years (1980).

**Ownership:** Division of Rio Algom Mines Ltd, Canada of which RTZ Ltd have 51% of shares. **Subsidiary & associates:** Atlas Steels Ltd, Ontario. **Branches:** Gildersome Spur, Dist. Centre, Wakefield Road, Morley, Leeds.

**Activities:** Stockholders of stainless steel pipes, tubes, fittings, flanges, sheets and bars; importers from worldwide sources; agents; large stocks held of all products; distributors of Atlas Steels special products e.g. machinery and stainless steels.

**Companies represented on agency basis:** Schoeller Werke KG, West Germany;

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## UNITED KINGDOM

**Atlas Alloys Ltd** (continued)

Swepco Tube Corp, USA; Flowline Corp, USA; Acme Tube Corp, USA.

**Members of:** Engineering Industries Assn., National Assn. of Steel Stockholders (associated member), Stainless Steel Fabricators Assn. of Great Britain (associated member), Council of British Manufacturers of Petroleum Equipment.

**James Austin & Sons (Dewsbury) Ltd**

**Head office:** Thornhill Steelworks, Dewsbury, West Yorks., WF12 9EH. **Tel:** 0924 465175. **Telex:** 55 7051. **Cables:** Austins Dewsbury Telex.

**Management:** E. G. T. Firth (chairman), R. T. Firth (deputy managing director).

**Trading personnel:** R. T. Firth. **Established:** 1923. **Capital:** £448,000 (nominal); £433,700 (paid-up). **Ownership:** James Austin Steel Holdings Ltd.

**Activities:** Import/export; stockholder; merchant.

**Products handled:** Specialising in supply of shipbuilding steel from stock and works. Specialists in supplying oil companies, contractors, etc.

**Members of:** National Assn. of Steel Stockholders.

**J. N. Barker & Co (London) Ltd**

**Head office:** 20 Aldermans Hill, Palmers Green, London N13 4PN. **Tel:** 01 882 4232. **Telex:** 23882. **Cables:** Jayenbar London.

**Management:** G. A. Ward (director), J. A. Barker (director). **Trading personnel:** G. A. Ward, A. V. Jefcoate. **Established:** 1924 (limited 1952). **Capital:** £10,000.

**Activities:** Import/export agency.

**Products handled:** Steel plates and bright bars, black and galvanized tubes, steel chain, wire products. Sales to UK importers and exporters.

**Companies represented on agency basis:** Including Forges de Clabecq SA, Belgium; SA Tubes de Nimy, Belgium; Barres Cylindriques de Précision SA (Barcyl), Belgium.

**Members of:** International Steel Trade Assn.

**Barmond International Ltd**

**Head office:** Brooks House, 48 Upper Thames Street, London EC4V 3DH. **Tel:** 01 236 9681. **Telex:** 886648. **Cables:** Barmond London EC4.

**Management:** B. Hammond (managing director), M. S. Barber (financial director), P. J. Frost (director). **Trading personnel:** B. Hammond (cold finished steels, carbon, alloy), P. J. Frost (stainless, alloy and special steels; forgings), R. J. Leighton (cold finished steels, carbon, alloy). **Established:** 1966. **Capital:** £60,000. **Ownership:** Private.

**Branches:** Clamark House, Stalker Lees Road, Sheffield, Yorks. S11 8NP (Tel: 0742 666193. Telex: 54544).

**Activities:** Export/import, mill agents, export stocks of cold finished steel bars.

**Products handled:** Cold finished steel bars, carbon and alloy; special, stainless and tool steels; high carbon steel strip; HR and forged bars (stainless, alloy and carbon); specialised forgings; stainless steel and alloy fasteners.

**Members of:** International Steel Trade Assn.

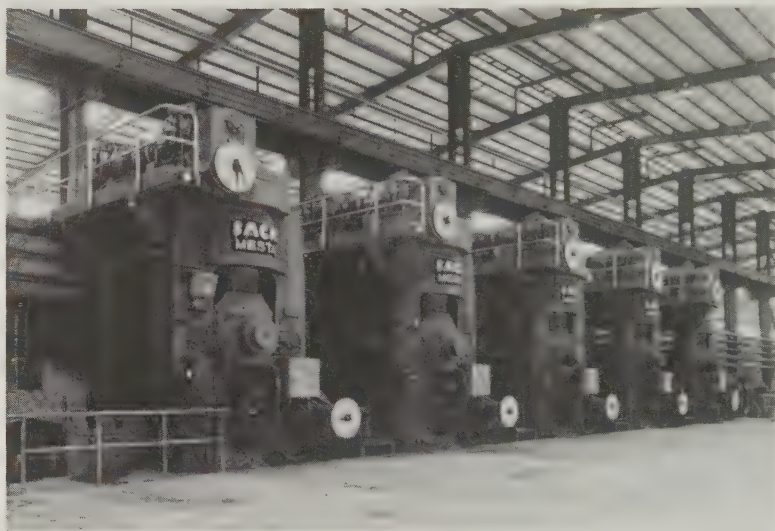
**Bartella Ltd**

**Head office:** 22-25A Sackville Street, London W1X 1DE. **Tel:** 01 734 2296. **Telex:** 23369. **Cables:** Alletrab Ldn.

**Management:** K. H. Hannan (chairman), N. J. F. Thom (managing director), G. L. Ross (director), D. W. Evans (director), K. A. Barnett (director), P. C. Fairchild (company secretary), P. F. Curtis (executive director), D. E. Brand (executive director), R. B. Thake (executive director). **Trading personnel:** K. Barnett (billets and re-rolled products, wire rods), D. Brand (copper and brass), D. W. Evans (flat rolled products), P. New (plates, wire), R. B. Thake (tubes, welded and seamless), K. Simpson (stainless steel), B. Parish (aluminium). **Established:** 1963. **Capital:** £1,500,000. **Ownership:** K. H. Hannan.

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## UNITED KINGDOM

**Bartella Ltd** (*continued*)

**Subsidiary & associates:** Eastern Steel Stockholders Ltd, Colchester; Medway Steel Stockholders Ltd, London; and Norfolk Steel Stockholders Ltd, Kings Lynn (all steel stockholding, complete range).

**Activities:** Import/export.

**Products handled:** All grades of steel, particularly special steels. Also aluminium, brass and copper. Area covered: UK.

**Companies represented on agency basis:** UK sales agents for—Voest-Alpine AG, Austria (steel plates, coils, sheets, tubes, wire, malleable fittings); Ovako Oy, Finland (billets, carbon and alloy bars); Inoxium SA†, France (stainless steel sheets, coil and strip); and others.

**Members of:** International Steel Trade Assn., British Importers Confederation.

**Ralph J. Batchelor Ltd**

**Head office:** Orleton, Ludlow, Shropshire. **Tel:** 056 885 415. **Telex:** 35451 trader.

**Management:** Ralph J. Batchelor (director), S. Batchelor (director and secretary).

**Trading personnel:** Ralph J. Batchelor (UK, export), Colin C. Bowen (UK).

**Established:** 1976. **Capital:** £20,000. **Ownership:** Directors.

**Activities:** Import/export; stocks of plate and strip mill products.

**Products handled:** Plate and strip mill products (carbon and stainless steel), narrow carbon steel strip and sheets, welded tubes and pipes, primes and secondaries, pre-painted and aluminium coated sheets and coils.

**Members of:** International Steel Trade Assn.

**Jack Baum (Export) Ltd**

**Head office:** 237 Acklam Road, Middlesbrough, Cleveland, TS5 7BN. **Tel:** 825511.

**Telex:** 587349. **Cables:** Jabaum Midbro.

**Management:** Directors—E. Burns, J. R. Bayne, D. W. Redpath. **Trading personnel:** See management. **Established:** 1977. **Capital:** £5,000.

**Activities:** Exporters of secondary and re-rollable steel commodities; stockists of all forms of steel of a re-rolling nature.

**Products handled:** Billets, universal beams and columns, mixed bars, tubes, railway rails, axles, tyres, transformer laminations, etc. Areas covered: Export to Middle and Far Eastern markets.

**Leon Berner (London) Ltd**

**Head office:** River House, 90 Church Street, Enfield, Middx., EN2 6EH. **Tel:** 01 363 7592. **Telex:** 262323. **Cables:** Etna Enfield EN2 6EH.

**Management:** Douglas Cowling (managing director), Brough Wright (director and general manager), Ellen Coulson (public relations officer). **Trading personnel:** Douglas Cowling (bulk sales), J. Hussey (contract sales), Ian Cowling (Middle and Far East and Indian sub-continent sales). **Established:** 1970. **Ownership:** Wholly-owned subsidiary of D. F. Bevan (Holdings) Ltd. **Subsidiary & associates:** Leon Berner & Co Ltd (manufacturers of CR steel strip), Ledra Steels Ltd (manufacturers and stockholders of carbon, mild and alloy steel bars and billets). **Branches:** Viaduct Works, Grice Street, West Bromwich, Staffs.

**Activities:** Export company for Leon Berner group specialising in urgent ex-stock prompt delivery and small quantity orders.

**Products handled:** Tinplate, steel sheets, tinplate secondaries, tinplate circles and strip, CR steel strip, billets and carbon and alloy steel bars. Area covered: Worldwide.

**Bethlehem Steel Export Corp—see under USA**



## UNITED KINGDOM

**Bishopsgate Steels Ltd**

**Head office:** 53 Grosvenor Street, London W1X 9FH. **Tel:** 01 629 6194. **Telex:** 23480. **Cables:** Bishosteel London W1.

**Management:** K. C. Colonna (chairman), Walter Marais (managing director), T. C. Pearton (director), Michael Aquino (company secretary). **Trading personnel:** Sales—Leslie Cousins (flat rolled products), John Dicker (structurals, merchant bars, reinforcing steel), John Hawley (flat rolled products). **Established:** 1946. **Capital:** £500,000. **Ownership:** Marka Metals Ltd. **Subsidiary & associates:** Solid Steel Castings & Forgings Ltd (deals in castings and forgings), Solid Stahl GmbH (deals in castings and forgings).

**Activities:** Mill agents, steel importers, exporters and stockists.

**Products handled:** HR and CR coils and sheets, hot dipped galvanized coils and sheets, colour coated steel coils, heavy and medium plates, wire rods, reinforcing steel, structurals, merchant bars.

**Companies represented on agency basis:** Including British Steel Corp (BSC), UK covering Yugoslavia; United States Steel Corp, USA covering Rumania; AHV—Altos Hornos de Vizcaya SA, Spain covering UK and Ireland; Nervacero SA, Spain covering UK and Ireland.

**Members of:** International Steel Trade Assn.

**Bofors (Great Britain) Co Ltd**

**Head office:** Dowsetts Lane, Ramsden Heath, Billericay, Essex, CM11 1JQ. **Tel:** 0268 710731. **Telex:** 99122.

**Management:** Chairman—J. L. Dickinson; directors—K. D. Wilhelmson (managing), G. Segerud, G. E. Whitehouse (financial), D. W. Jolly (marketing), T. E. Voyce. **Trading personnel:** R. D. Stalley (technical sales), D. Woodburn (dealer sales), J. Tarrant (design), S. P. Collis (production), J. F. Hatch (planning), R. G. Forrester (manager), A. G. Stevenson (manager), R. M. Green (sales and marketing), R. W. Sanderson (accountant). **Established:** 1969. **Capital:** £110,000. **Ownership:** Wholly-owned subsidiary of AB Bofors, Sweden. **Subsidiary & associates:** Associated—Bofors Electronics Ltd, Bedford (electronic weighing systems, transducers and electro-hydraulic systems); Bofors-Akers Rolls Ltd, Sheffield (rolls for cold and hot rolling mills, forged and cast).

**Activities:** Import/export of AB Bofors' produced products. Also manufacture of own mechanical earthmoving equipment and attachments.

**Products handled:** Forged products for the automotive industry such as crankshafts, spindles, etc.; precision forged blades for jet engines. Also ground engaging material and attachments to excavators, loaders, etc.; plastic products; chemical products.

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## UNITED KINGDOM

**Brockhouse Export Ltd**

**Head office:** Birmingham Road, West Bromwich, West Midlands, B71 4JG. **Tel:** 021 553 4531. **Telex:** 338812. **Cables:** Brockx West Bromwich Telex.

**Management:** E. Garside (managing director), F. J. Wunderley (general manager), P. G. Pyatt (accountant). **Trading personnel:** Miss R. I. Haywood (steel sections). **Established:** 1886 (Brockhouse Group). **Capital:** £10,000. **Ownership:** Brockhouse Ltd, UK. **Subsidiary & associates:** Associated—Brockhouse District Steel Ltd, West Midlands (HR rail steel angles and mild steel angles).

**Activities:** Export service company for the Brockhouse Group.

**Products handled:** HR rail steel angles (for bedstead manufacture, fencing, etc.) 38 mm to 44 mm, thicknesses 2.6, 3, 4, and 5 mm; HR mild steel angles from 20 mm x 20 mm up to 60 mm x 60 mm in thicknesses of 3 mm up to 10 mm.

**E. C. Brown & Co (Export) Ltd/E. C. Brown & Co Ltd**

**Head office:** 44 Hill Rise, Chalfont St. Peter, Gerrards Cross, Bucks., SL9 9BG. **Tel:** Gerrards Cross 82108. **Telex:** 888941 Iccig (attn. sponsible). **Cables:** Sponsible Gerrards Cross.

**Management:** J. H. Cooper (director), W. H. Jenkins (manager). **Trading personnel:** J. H. Cooper (sales). **Established:** 1956. **Capital:** £5,000 (for each company).

**Ownership:** J. H. Cooper.

**Activities:** E. C. Brown & Co (Export)—export (third world markets), no stocks carried. E. C. Brown & Co—import from Common Market countries and home trade.

**Products handled:** CR steel sheets, plates, galvanized sheets, reinforcing bars, merchant rounds, angles, flats, squares, tees, channels and beams.

**Companies represented on agency basis:** Baume Marpent et Thirion Réunies SA, Division Boechoutse Metaalfabrieken SA (galvanizers of hoops, bars, sections and plates).

**E. Burns Steel Ltd**

**Head office:** 237 Acklam Road, Middlesbrough, Cleveland, TS5 7BN. **Tel:** 825511. **Telex:** 587349 brb. **Cables:** Boysteel Midbro.

**Management:** E. Burns (managing director), D. Redpath (chairman), J. R. Bayne (financial director). **Trading personnel:** See management. **Established:** 1975. **Capital:** £31,500 (issued fully paid). **Branches:** Perimeter Road, Kirkby, Nr. Liverpool.

**Activities:** Import/export, steel stockholders.

**Products handled:** Complete range of most ex-mill steel materials including—universal beams and columns, RSJ's, channels, angles, piling, rebars, tubes, pipes, plates (prime, second-hand, reusable). Area covered: UK.

**Caemi International Ltd—see Caemi Internacional SA, Brazil****George H. Campbell & Co/Airdrie Steel Co Ltd**

**Head office:** Atlas Works, Carlisle Road, Airdrie, Lanarks. **Tel:** Airdrie 68161. **Telex:** 77158.

**Management:** J. C. Boyle. **Trading personnel:** R. Nicholson, F. M. Hamilton, J. Young. **Capital:** £100,000.

**Products handled:** Prime steel, second-hand steel, steel scrap.

**D. J. Cann & Co Ltd**

**Head office:** 32-34 Parliament Square, Hertford, Herts., SG14 1EZ. **Tel:** Hertford 50621. **Telex:** 817148. **Cables:** Cann Hertford.

**Management:** D. J. Cann (managing director), Mrs. G. J. Cann (director), Mrs. J. Richards (director). **Established:** 1974. **Capital:** £5,000. **Ownership:** D. J. Cann.

**Activities:** Export steel merchants, no stocks carried.

**Products handled:** Rolled steel plates and sections.

# Experts in Export Steel

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### Nigeria

Large U.K. construction company required 1250 tonnes of steel plates and sections delivered to Nigeria in three separate consignments over a period of 4 months. All material delivered as requested — on time

### Saudi Arabia

International construction company required 36 items of various steels — angles, plates, beams, channels, joists, hollow sections, weldmesh and flats

We supplied every item from stock to ship within 72 hours

### Guyana

London Export House required 90 tonnes of steel plates delivered to ship leaving Glasgow within 48 hours. We met delivery

### Saudi Arabia

Korean construction company desperately required 32 tonnes of angle and galvanised open steel flooring. We delivered from stock to U.K. port within 2 days

### Norway

American oil company desperately needed 5 steel plates to BS 4360 Grade 50D for oil rig repair. Material delivered from stock to Norway by lorry within 3 days

### Korea

Korean manufacturer of temporary accommodation required 280 tonnes of small joists and angles. We secured quick rolling of material and delivered to U.K. port within 4 weeks of order being received

### Saudi Arabia

U.K. construction company required 2 lengths of beam to complete job. Bars delivered to East Coast port within 48 hours

### Saudi Arabia

U.K. construction company wanted 20 mm thick plates profiled and 35 holes per plate drilled as per their drawing together with beams and angles mitre-cut to length — total order 137 tonnes

Profiling, drilling and mitre cutting was completed and material delivered to U.K. port within 3 weeks of receipt of order

### West Indies

Export Agent required 6 coils of galvanised sheet delivered to Barbados as soon as possible. We despatched material through a South Wales port within 48 hours

Single or multiple orders, 1 tonne or 1,000 tonnes (or more) prepared, bundled, labelled, marked, documented and delivered — QUICKLY and without fuss — to your destination. Contact our Export Department



# CASHMORES



## General Steels Division

Glynwed Steel Stockholding Ltd., Risca, Newport, Gwent.

Telephone: 0633 612707 Telex: 497370

GLYNWED

## UNITED KINGDOM

**Cannon Steels Ltd**—see Minerva Steels Ltd**Cashmores/Glynwed Steel Stockholding Ltd, General Steels Division**

**Head office:** Commercial Road, Risca, Near Newport, Gwent. **Tel:** 0633 612707. **Telex:** 497370.

**Management:** D. Venables (managing director), R. F. Bradley (director and commercial manager), A. J. Merton (marketing manager), T. W. Cox (divisional sales manager). **Established:** 1872. **Ownership:** Glynwed Group Ltd, UK. **Branches:** 153 High Street, West Bromwich (Tel: 021 553 6851); 169a High Street, Southampton (Tel: 0703 32071).

**Activities:** Steel stockholders of general steels (i.e. sections, bars, plates, sheets); exporter of all steels, any quantity to any part of the world, main areas Middle East, West Africa and West Indies.

**Products handled:** Angles, beams, columns, channels, joists, flats, hollow sections, plates, floor plates, high yield plates, sheets (CR4 and HR15), galvanized sheets, rounds, squares, tees, open steel flooring, weld mesh, reinforcing bars.

**Members of:** National Assn. of Steel Stockholders.

**Cashmores Stainless/Glynwed Steel Stockholding Ltd**

**Head office:** Upper Brook Street, Walsall WS2 9PD. **Tel:** 0922 28930. **Telex:** 338879.

**Management:** P. Green (managing director), G. T. Barlow (works director), S. C. Cook (director, sales and marketing), H. C. Ross (general purchasing manager). **Trading personnel:** Managers—R. M. Stork (field sales), P. Jeal (marketing), A. J. North (bar products), D. J. Giles (sheet products), T. Walker (plate products), L. Noakes (tube products), R. A. Harrison (progress and planning). **Established:** 1952. **Ownership:** An operating division of Glynwed Steel Stockholding Ltd, wholly-owned by Glynwed Ltd.

**Subsidiary & associates:** Frank Stacey/Glynwed Steel Stockholding Ltd, Calthorpe House, Hagley Road, Birmingham B16 8DQ (Tel: 021 455 9820). R. P. Fennell (director in charge), J. G. Dyke (sales administration manager), A. J. Brown (fasteners product manager). **Activities:**—stainless steel stockholders; specialists in supply of fasteners and heat resisting steels; exporters of all types of stainless steel products. **Branches:** Regional sales offices—Carron Place, East Kilbride (Tel: 03552 37556. Manager: A. Grainger); North Burns, Chester-le-Street (Tel: 0385 887888. Manager: M. West); Lockwood Way, Leeds (Tel: 0532 707133. Manager: B. Duckworth); Chapel Road, Sale (Tel: 061 962 7111. Manager: C. Hornby); Upper Brook Street, Walsall (Tel: 0922 28930. Manager: M. Priest); Salleymead Road, Colnbrook (Tel: 02812 2921. Manager: R. Baxter); South Street, Braintree (Tel: 0376 24385. Manager: D. Sumner); Town Dock, Newport (Tel: 0633 52101. Manager: D. Salvage).

**Activities:** Stainless steel stockholders and processors; import agency.

**Products handled:** Stainless steel plates, sheets, strip, bars, tubes, pipes, tube and pipe fittings, wire, sawn and profiled blanks, fasteners, wire mesh, flanges.

**Members of:** National Assn. of Steel Stockholders.

**Cavexsa (UK) Ltd**

**Head office:** Eldon Chambers, 30-32 Fleet Street, London EC4. **Tel:** 01 353 9061-2. **Telex:** 8811119.

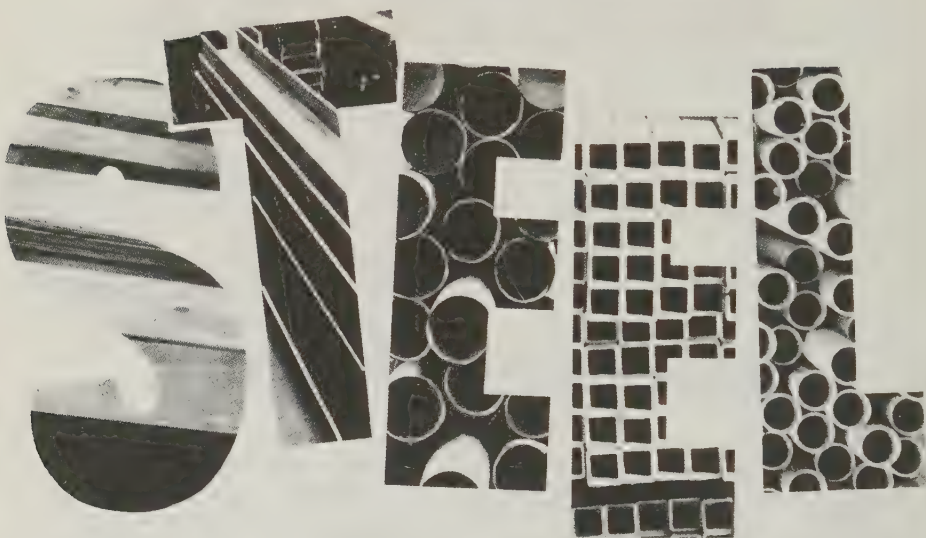
**Management:** Fred Clayton (managing director), Terry Peters (director). **Trading personnel:** See management. **Established:** 1976. **Capital:** £50,000. **Subsidiary & associates:** Cavexsa—Cia Anonima Vasco Europea de Exportacion SAT, Bilbao.

**Activities:** Import/export.

**Products handled:** High carbon steel, cold heading steels, constructional alloy steels, tool steel, spring steel, heat resisting steel, valve steel, sheet and strip, HR and forged bars, wire rods.



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## UNITED KINGDOM

**Cavexsa (UK) Ltd** (continued)

**Companies represented on agency basis:** Cavexsa†, Spain for—Forjas Alavesas SA (Foral), Aceros de Llodio SA (Allosa), Aceros y Fundiciones del Norte, Pedro Orbegoza y Cia SA (Posa), Astilleros Españoles SA (Aesa), Babcock & Wilcox Española SA.

**Members of:** International Steel Trade Assn.

**Central Steels Ltd**

**Head office:** Hope House, Mabgate, Leeds LS9 7DR. **Tel:** Leeds 459521. **Telex:** 556393.

**Management:** R. G. Powell (managing director), J. M. D. Hall (sales director). **Established:** 1973. **Capital:** £5,000 (issued). **Ownership:** Production Steel & Metals Group†, UK.

**Products handled:** HR and CR sheets, plates and coil; sheared and profiled blanks.

**Clyde Steel Ltd**

**Head office:** Hollandhurst Road, Coatbridge, Lanarks. **Tel:** 0236 27581. **Telex:** 779515.

**Management:** P. N. Leadbeater (chairman), T. Roche (managing director), L. M. Goodman (company secretary). **Trading personnel:** W. H. Taylor and I. G. Rodger (directors), R. Parr, I. Kinloch, S. Beattie. **Established:** 1972. **Capital:** £20,000.

**Branches:** Bradford, Birmingham, Burnley.

**Activities:** Steel stockholders, merchants, importers and exporters.

**Products handled:** Steel plates, sections, reinforcement rounds, billets, slabs, etc.

**Cofermet SpA**

**Address:** 35 Berkeley Square, London W1. **Tel:** 01 493 6090. **Telex:** 21898.

**George Cohen Sons & Co Ltd**

**Head office:** 600 Wood Lane, London W12 7RL. **Tel:** 01 743 2070. **Telex:** 21288-9. **Cables:** Coborn London.

**Management:** J. W. Harrington (managing director), D. Youngman (director, steel division). **Trading personnel:** J. N. Hoatson (manager, steel exports). **Established:** 1834.

**Ownership:** The 600 Group Ltd. **Subsidiary & associates:** George Cohen (Nigeria) Ltd (steel stockholders). **Branches:** Leeds, Middlesbrough, Sheffield, Kingsbury, Kettering, Park Royal, Southampton.

**Activities:** Steel stockholding, import and export of finished steel products.

**Products handled:** Pipes, plates, sections.

**Members of:** National Assn. of Steel Stockholders, International Steel Trade Assn. (ISTA).

**Henry G. Collins & Co Ltd**

**Head office:** 6 Dukes Avenue, Edgware, Middx., HA8 7RX. **Tel:** 01 958 4147, 01 958 9010. **Telex:** 912881 (attn. Colsteel). **Cables:** Colsteel Edgware.

**Management:** Henry G. Collins and Margaret Collins (directors). **Trading personnel:** Henry G. Collins. **Established:** 1968. **Capital:** £5,000. **Ownership:** See management.

**Activities:** Import/export. Acting as principals for Karl Jüngel KG, Leverkusen, West Germany.

**Products handled:** All types of steel but particularly tinplate, HR and CR sheets and plates and slit steel strip in lengths and coil.

## UNITED KINGDOM

**Comertek Special Steels Ltd**

**Head office:** Worcester House, Worcester Street, Kidderminster, Worcs., DY10 1EP.  
**Tel:** 0562 515211. **Telex:** 339357.

**Management:** A. Baldi (managing director), K. Firth (director). **Trading personnel:** A. Baldi, K. Firth (tube section), R. Smith (long product section). **Established:** 1978.  
**Capital:** £1,000. **Ownership:** A. Baldi.

**Activities:** United Kingdom sales agency on behalf of Italian steel mills. Stocks of tubes carried, stocking of long products is being examined.

**Products handled:** Alloy steels, forging quality; billets from 2" up to 10", rounds from  $\frac{3}{4}$ " up to 8"; cold heading alloy and stainless steel wire and rounds in coils; cold finished bars in free cutting, alloy and stainless steels; centrifugally cast round billets, as cast, in sizes from 90 mm to 160 mm dia. suitable for tube making, re-rolling and hot forging; API welded line pipes up to 16" n.b.; pressure tested, coated/uncoated pipes up to 16" n.b.; ERW round tubes to BS specifications up to 16" n.b.; square hollow sections up to 325 x 325 mm to BS, rectangular hollow sections up to 400 x 250 mm to BS; scaffolding tubes, black and galvanized.

**Companies represented on agency basis:** Fiat Iron & Steel Group (Teksid), long product division, Italy; Alessio Tubi SpA, Italy; Sté de Exploitation de la Sidérurgie de Decazeville, France; Safas—Stà Azionaria Fonderia Acciai Speciali SpA, Italy. All the above companies are represented on a sole agency basis for the UK market.

**Commentryenne Ltd**

**Head office:** 27 Priory Road, Sheffield S7 1LW. **Tel:** 0742 53447. **Telex:** 547607.  
**Cables:** Commentry Sheffield.

**Management:** Directors—J. Poumarat (managing), B. Laurent, J. Rousseau, B. Dauvergne, E. P. Lodge. **Trading personnel:** E. P. Lodge (director), C. Grayson

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## UNITED KINGDOM

**Commentryenne Ltd** *(continued)*

(secretary). **Established:** 1959. **Capital:** £1,250. **Ownership:** Sté Commentryenne des Aciers Fins Vanadium Alloys, France.

**Activities:** Import of special steels. Export of raw materials to parent company. No stocks carried.

**Products handled:** Import—special steels, mainly high speed steel. Export—scrap, alloy bars and billets to French associate drawing and forging plants.

**Consolidated Metal Co Ltd**

**Head office:** Steelbrite Works, 111 Carpenters Road, London E15. **Tel:** 01 555 5231.

**Telex:** 264557. **Cables:** Conometco Ldn E15.

**Management:** Charles McKinnon (managing director), Tony Brooks (sales director), Miss J. Tuft (company secretary and credit controller). **Trading personnel:** Charles McKinnon (export and import), Tony Brooks (UK sales), John Ziepe (stainless flat products). **Established:** 1956. **Capital:** £300,000. **Ownership:** C. C. McKinnon owns all shares. **Subsidiary & associates:** Consolidated Stainless Steels Ltd (stainless export/import), Consolidated Farms Ltd (beef cattle and sheep breeding). **Branches:** St. Honorine des Pertes, F 14520 Port en Bessin, France.

**Activities:** Stockholding, import/export of stainless steel rolled products.

**Products handled:** Stainless steel sheet coil, plates, sheets, bars, tubes, pipes, angles, flats and wire. Specialists in thin gauge strip mill coil, especially 0.4 to 0.15 mm thick.

**Members of:** National Assn. of Steel Stockholders, South Eastern Assn. of Steel Stockholders, Stainless Steel Fabricators' Assn. of Great Britain, London Chamber of Commerce, Westminster Chamber of Commerce.

**Philip Cornes & Co Ltd**

**Head office:** Claybrook Drive, Washford Industrial Estate, Redditch, Worcs., B98 0DT.

**Tel:** Redditch 25252. **Telex:** 338502.

**Management:** Directors—Robert H. Heathcote (managing), Pauline Heathcote (financial), Philip G. Ainge (sales), Michael F. Walton (commercial). **Trading personnel:** Managers—Philip A. Edden (UK sales), Barry J. Humphries (assistant UK sales), Laurie Ritchie (export sales), Stephen Goodman (assistant export sales). **Established:** 1958. **Capital:** £5,000 (authorised shares). **Ownership:** Private. **Subsidiary & associates:** Profile Blanks Ltd, Birmingham (plasma cutting in various metals). **Branches:** Weiveldlaan 35, B 3072 Nosegem, Brussels, Belgium.

**Activities:** Stockholder, export/import.

**Products handled:** Stockholders of nickel alloy heat resisting stainless steels, research materials, welding pipe fittings.

**Coutinho, Caro & Co Ltd**

**Head office:** Walker House, 87 Queen Victoria Street, London EC4 4AL. **Tel:** 01 236 1505. **Telex:** 884377 4. **Cables:** Metalcouco London.

**Management:** H. A. Oppenheimer (chairman), H. Edmonds (managing director), R. D. Oppenheimer (managing director), H. J. Balk (director), A. Coutinho (director), H. Sternburg (director), P. W. J. McCarthy (general manager), A. M. J. Shapiro (general manager), A. Simmonds (assistant general manager). **Trading personnel:** A. Glyn (bars and sections), P. Sammes (flat rolled products, wire and tubes), T. Campbell-Smith (secondary steel products and stock lots), H. Uggerloese (semis, wire rods, non-ferrous), J. Stanners (general merchandise and paper), M. Jenkins (chemicals), J. Dill (shipping manager). **Established:** 1952. **Subsidiary & associates:** Eurosteel Products Ltd†, Coutinho Steel Co (stockholders), and Morrison, Marshall & Hill (machinery for the scrap industry), UK; Coutinho, Caro & Co (Australasia) Pty Ltd†, Australia; Protea International Pty Ltd†, South Africa. **Branches:** Offices throughout the Commonwealth. **Activities:** Import/export.

**Products handled:** All steel products, non-ferrous metals, paper and chemicals. Technical division—building and plant construction, machinery, engineering products.

**Members of:** International Steel Trade Assn., British Export Houses Assn.



## UNITED KINGDOM

**Creusot-Loire Steel Co Ltd**

**Head office:** Centre City Tower, 7 Hill Street, Birmingham B5 4UP. **Tel:** 021 632 4252. **Telex:** 337947.

**Management:** H. Smith (managing director), N. M. Tristram (general sales manager).

**Established:** 1972. **Capital:** £1,010,000. **Ownership:** Creusot-Loire SA, France.

**Subsidiary & associates:** James Fairley Steels (stockists of carbon and alloy steel bars and plates), Feramonde Ltd† (sales of products originating from outside the Creusot-Loire group).

**Activities:** Import of steel and allied products; stocks held by James Fairley Steels.

**Products handled:** Steel and allied products—carbon, alloy and stainless semi-finished products; carbon, alloy and stainless square, flat and round bars; stainless angles, sections, profiles; carbon, alloy and stainless plates; special stainless steels and super alloys; clad plate; forgings; castings; electrical sheet/coil.

**Companies represented on agency basis:** Sprint Metal, France (stainless steel wire).

**Crusteel Ltd**

**Head office:** Rutland Way, Sheffield S3 8DG. **Tel:** 0742 760651. **Telex:** 54251.

**Management:** M. Brown (managing director), G. S. Marshall (product manager), E. Pacey (sales manager), G. Brook (materials manager), P. L. Cowley (field sales manager), P. Auckland (financial controller). **Trading personnel:** J. Beaumont, D. Shepherd, K. Ellse, G. Buckley and B. O'Connell (tool steel); P. Bradbury (tool steel, stainless steel tubes and pipes); J. Smith (flat rolled stainless steel); P. Law (stainless steel tubes and pipes); J. Fane, R. Gillott and J. Edwards (flat rolled stainless steel, stainless steel tubes and pipes). **Established:** 1964. **Capital:** US\$24,000.

**Ownership:** Colt Industries Inc, USA. **Subsidiary & associates:** Crucible Alloy Division, USA; Crucible Stainless Steel Division, USA; Crucible Specialty Metals Division; Colt Industries (Canada) Ltd; and many other divisions and companies involved in industrial and power equipment, flue control systems, industrial seals, shock mitigation systems and international operations.

**Activities:** Distributors of special steels, acquired from within the UK and overseas.

**Products handled:** Stainless steel flat rolled products, tubes, pipes, fittings, bars; tool steels for the plastic mould and diecasting industries.

**Members of:** Council of British Manufacturers of Petroleum Equipment (CBMPE).

**Daltrade Ltd**

**Head office:** 181-183 Warwick Road, London W14 8PU. **Tel:** 01 370 6181. **Telex:** 916074. **Cables:** Dalexport London W14.

**Management:** Lord Boothby (chairman), J. Lastowiecki (Polish) (managing), J. C. C. Sim, A. H. Cave, W. Pamula (Polish), M. Nitecki (Polish), H. Sokulski (Polish). **Trading personnel:** B. Staruszkiewicz (Polish) (manager, steel department, export to the UK), R. Maczka (Polish) (export of steel products from the UK to Poland), J. Seaby (Polish) (export of steel products from Poland to the UK). **Established:** 1959. **Capital:** £250,000. **Ownership:** Polish owned (85%). British owned (15%).

**Activities:** Import/export agency, with some import activities to the UK; no stocks.

**Products handled:** Steel and raw materials. Also chemicals, shipbuilding and equipment, coal mining engineering, steel plant engineering, textiles, household goods, electronic equipment. Export to Poland and import from Poland to the UK.

**Companies represented on agency basis:** Including Stalexport†, Poland (steel products, import from Poland); British Steel Corp (BSC), UK (export of steel products excluding tubes to Poland); TI (Export) Ltd†, UK (export of steel tubes to Poland); Darlington & Simpson Rolling Mills Ltd, UK (export to Poland).

**Members of:** International Steel Trade Assn.

## UNITED KINGDOM

**Darby & Co (Overseas) Ltd**

**Head office:** Royton House, 14-17 George Road, Edgbaston, Birmingham B15 1PA. **Tel:** 021 454 3811. **Telex:** 337454. **Cables:** Business Birmingham.

**Management:** A. F. Wood (director), H. G. Rickards (manager), K. W. Davis (shipping manager). **Established:** 1963 to continue business established in 1883. **Ownership:** Darby & Co (Holdings) Ltd. **Subsidiary & associates:** Darby & Co (Birmingham) Ltd, Edgbaston; Darby & Co (Export Services) Ltd, Edgbaston; Darby (Asia) Ltd†, Singapore; Darby & Co (Dublin) Ltd, Irish Republic. All trading companies active in export, import and overseas to overseas (iron, steel, coke, machinery, confirming business, etc.).

**Products handled:** Pig iron and all steel products. Also refractories, machinery, etc., confirming business. Area covered: Worldwide.

**Members of:** International Steel Trade Assn.

**Davidson & Pearson**

**Head office:** Victoria House, 2 Crown Lane, Morden, Surrey, SM4 5BL. **Tel:** 01 542 9521-2, 01 540 9452. **Cables:** Fossicker Morden Surrey.

**Management:** See ownership. **Established:** 1880. **Ownership:** Roy C. Molland, T. Cobden Pike and Bernard Molland (equal partners).

**Activities:** Manufacturers' agents.

**Products handled:** Spirally welded large bore steel tubes and spiral pipe mills; special HR and cold formed steel sections; wire formed components and light steel pressings for furniture and bedding industries; electrically welded mild steel tubes—rounds, squares, rectangles, conduit; black, high tensile bolts and nuts; carbon and low alloy steel castings up to 25 tonnes.

**Companies represented on agency basis:** Including Byard Kenwest Eng. Ltd, UK (UK agents, spirally welded large bore steel tubes and spiral pipe mills); Darlington & Simpson Rolling Mills Ltd, UK (South East England agents, special HR and cold formed steel sections); Ideal Tubes & Conduits Ltd, UK (South East England agents, electrically welded mild steel tubes—rounds, squares, rectangles, conduit).

**The Davum Steel Co Ltd**

**Head office:** St. Andrew's House, 40 Broadway, London SW1H 0BT. **Tel:** 01 222 0811. **Telex:** 916831. **Cables:** Davumacie London.

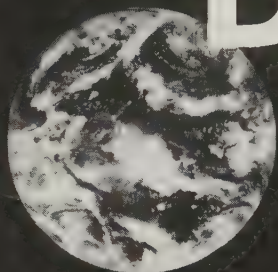
**Management:** Directors—R. Monnot, D. M. Horchover, M. de Bellissen, E. E. Machell (managing), P. R. Davison (deputy managing). **Trading personnel:** Managers—P. R. Davison (general, steel division), D. C. Riches (sales, flat products), B. Sawas (sales, long products), K. R. Mitchell (sales, Sheffield area office), B. Wiltshire (export), Mrs. J. Irwin (shipping), R. Bertram (diversification division), W. Holland (pipes and tubes), P. A. Daley (finance). **Established:** 1927. **Capital:** £100,000. **Ownership:** Daval SA†, France (member of the Sacilor steel making group). **Subsidiary & associates:** Sacilor, France (manufacturers of wire rods, bars, structurals); Sollac, France (manufacturers of CR coil/sheets, EZ sheets); Solmer, France (part-owned by group, manufacturers of HR coil/sheets); Dilling, West Germany (manufacturers of plates and fabricated plates); Pont-à-Mousson, France (manufacturers of pipes). **Branches:** Weston House, West Bar Green, Sheffield S1 2DA.

**Activities:** Importers, exporters and agents. Subsidiary of Daval SA, registered under the British Companies Act.

**Products handled:** Wire rods, bars and structurals (Sacilor works); CR coil/sheets, EZ sheets (Sollac works); HR coil/sheets (Solmer works); plates and fabricated plates (Dilling works); galvanized coil/sheets (Ziegler works); galvanized coil/sheets (Galvanor works); CF piling and sections (Profiles et Tubes de l'Est).

**Companies represented on agency basis:** Forges Maurice Dembiermont SA, France (ring and other forgings); Edelmetallwerke Buderus AG, West Germany (general forgings and narrow strip); Lesjöfors AB, Sweden (spring steels and special quality wire).

**Members of:** British Chamber of Commerce, French Chamber of Commerce in Great Britain.



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## UNITED KINGDOM

**T. W. Day (Steels) Ltd**

**Head office:** St. Marys House, St. Marys Street, Preston, Lancs. **Tel:** Preston 51447. **Telex:** 67434. **Cables:** Daysteel.

**Management:** T. W. Day (managing director), Mrs. L. Day (director and company secretary), C. Dale (company accountant). **Trading personnel:** T. W. Day, F. McGloughlan, A. Montwill. **Established:** 1979. **Capital:** £1,000. **Ownership:** Jointly by T. W. Day and L. Day (1,000 £1 fully paid-up shares).

**Activities:** Steel stockholders, import/export, import agencies, buyers of "works surplus" parcels.

**Products handled:** Steel plates (prime and miscellaneous in mild steel and high yield qualities), coils (prime and miscellaneous HR and CR), reinforcing bars (mild steel and high yield).

**Companies represented on agency basis:** Stahl-Metall-Maschinen AG†, Liechtenstein and F. W. Garthe Stahlhandelt, West Germany (plates and HR coil).

**Members of:** London Chamber of Commerce, Preston Chamber of Commerce, International Steel Trade Assn.

**Derby & Co Ltd**

**Address:** Moor House, London Wall, London EC2Y 5JE. **Tel:** 01 638 2876. **Telex:** 883801-3. **Cables:** Derphil London, Plativet London.

**Dobel Coated Steel (formerly Stora Steel Flat Products Ltd)**

**Head office:** PO Box 16, Hayes Lane, Lye, Nr. Stourbridge, West Midlands. **Tel:** 038 482 6061. **Telex:** 337784.

**Management:** Alex Rodgers (managing director), John Douglas (sales manager), Terry Male (company secretary), Joan Harris (accountant). **Trading personnel:** Peter Carle, Cliff Enever and Paul Pattison (area sales managers); Christine Watson (sales office).

**Established:** 1962. **Ownership:** SSAB Group, Sweden.

**Activities:** Importers; and stockholders and processors of pre-coated steel.

**Products handled:** Organically coated steel sheets, hot dipped galvanized steel sheets.

**Dow & Wilson Ltd**

**Head office:** 100a High Street, Banstead, Surrey, SM7 2NW. **Tel:** Burgh Heath 60933. **Telex:** 945496.

**Management:** D. H. C. Quin and G. Dinesen (directors). **Trading personnel:** See management. **Established:** 1963. **Capital:** £100. **Ownership:** Private.

**Activities:** Import agency.

**Products handled:** CR steel strip in widths 4-1,000 mm in surface finishes—bright, matt, hot dipped galvanized, electrolytic galvanized, tinned, leaded and colour coated; also carbon CR strip 0.10-0.75 carbon.

**Companies represented on agency basis:** UK agents for Ewald Giebel KG, West Germany (products as above).

**D & R Export, Division of British Steel Service Centres Group**

**Head office:** Whitehall Road, Leeds. **Tel:** 0532 794121, 0532 794123. **Telex:** 55493 export g.

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**DO NOT FORGET** to look in Late Notes for late entries and amendments



## UNITED KINGDOM

**D & R Export, Division of British Steel Service Centres Group** (continued)

**Management:** Managers—Lawrence Anderson, Scott MacDonald (export sales), Glenys Featherstone (shipping and administration department). **Trading personnel:** Martin Bottomley and Peter Rushworth (sales co-ordinators). **Established:** 1979.

**Ownership:** British Steel Corp, UK.

**Activities:** Export, stocks carried.

**Products handled:** All general steel products and strip mill products, bright steel and stainless steel products, reinforcing bars, alloy steels, etc.

**G. M. Elder (Special Steels) Ltd**

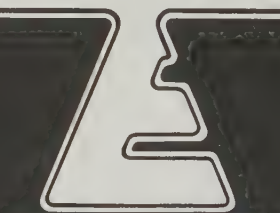
**Head office:** 414-446 Brightside Lane, Sheffield S9 2SP. **Tel:** 0742 443300. **Telex:** 547040.

**Management:** Directors—A. R. J. Chalmers (financial), A. S. Lockley (sales, Birmingham), A. J. Swindells (sales, Sheffield), J. Woodhead (sales, Sheffield). **Trading personnel:** Stainless steel—J. Woodhead, A. Lockley, A. Dooley, S. Naylor, A. Turner, G. Mills, J. Brockway, P. Bartlett; tool and high speed steels—A. J. Swindells, M. Skipp, M. Noble, M. Beet, F. Chater. **Capital:** £200,000 (issued). **Ownership:** Industrial Speciality (Iron & Steel) Ltd, UK. **Subsidiary & associates:** Harlow & Jones Ltd†, James Bridge Ltd, W. G. Readman Ltd†. **Branches:** Unit G, Tyburn Trading Estate, Ashold Farm Road, Erdington, Birmingham 24 (Tel: 021 382 6464 (tool and high speed steels), 021 382 5866 (stainless steel)).

**Activities:** Import/export; stockholders.

**Products handled:** Stainless steel sheets, coils, plates, bars and special steels; high speed steel bars, forgings, billets; tool steel bars, forgings, billets; mild and carbon steel (CR, HR, rods, billets, slabs, galvanized sheets).

**Companies represented on agency basis:** Trafilerie Bedini, Italy (stainless steel bars and wire).



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Tel: Sheffield 443300  
Telex: 547040

## UNITED KINGDOM

**Elkem Alloys (UK) Ltd**

**Head office:** Forge Lane, Manchester M11 3EN. **Tel:** 061 231 1411. **Telex:** 668555.

**Management:** G. Hoyle (director, O.B. pig iron, ferro-vanadium), R. D. Green (director, ferro-alloys), F. A. Bromley (sales office manager). **Trading personnel:** G. L. Harrison (technical consultant foundries), E. R. Clarke (sales manager, South). **Established:** 1970. **Ownership:** Elkem Spigerverket A/S, Norway.

**Activities:** UK marketing company for products made in Norway.

**Products handled:** O.B. pig iron. Also ferro-vanadium, ferro-silicon, ferro-manganese, silico-manganese, silicon metal, ferro-silicon-magnesium.

**Ellis Steel Stockholders** (Registered name—C. R. Ellis & Co (Swansea) Ltd)

**Head office:** Unit 31, Cwmdau Industrial Estate, Carmarthen Road, Swansea, Wales. **Tel:** 33516. **Telex:** 48112 esteel.

**Management:** Charles Ellis (managing director), Mrs. L. J. Jones (company secretary). **Trading personnel:** C. R. Ellis (strip mill, wire products), Jon Cross (all products except strip mill), John Couch (strip mill). **Established:** 1970. **Capital:** £25,000. **Ownership:** C. R. Ellis. **Subsidiary & associates:** Associated—Lambeth Steel Stockholders Ltd; Bristol Steel Stockholders Ltd (sales, strip mill and reinforcing steels and general steels).

**Activities:** Stockholders and merchants; import.

**Products handled:** Strip mill, welded wire, mesh, rebars, merchant bars/sections, hollow sections, perforated plate, expanded metal, light rail and arch. Areas covered: Southern half of UK.

**Companies represented on agency basis:** GKN Reinforcements Ltd, UK covering South Wales and Bristol area.

**Elwell & Brown Ltd**

**Head office:** New Road, Netherton, Dudley, West Midlands, DY2 9BA. **Tel:** 0384 232631. **Telex:** 337043.

**Management:** D. H. Britt (managing director), J. Reynolds, D. Griffiths, A. Brasenall, T. Hinton, A. V. Britt (company secretary). **Trading personnel:** See management. **Established:** 1958. **Capital:** £150,000. **Ownership:** D. H. Britt and A. V. Britt. **Branches:** Cockeysmoor Road, Starling, Bury, Lancs. (J. Reynolds, manager).

**Activities:** Stockholder, import/export.

**Products handled:** Tubes, sheets and sheet cuttings, plates, re-rollable materials. Areas covered: Far East, Greece, etc.

**Endecom (Steel Stockholders) Ltd**

**Head office:** 130 Worcester Road, Droitwich, Worcs. **Tel:** 090 57 71019. **Telex:** 336452.

**Management:** R. W. Leon (chairman), G. J. Rose (managing director), P. L. Key (director). **Trading personnel:** G. J. Rose (imports and exports), D. A. Patten (merchant bars, imports), A. W. James (imports and exports), Miss J. Bishop (UK sales). **Established:** 1980. **Capital:** £25,000. **Ownership:** Endecom Ltd (private).

**Activities:** Import/export; stocks carried in West Midlands.

**Products handled:** Merchant bars, sections, HR and CR coils and sheets, plates, reinforcing bars, wire rod; in both primes and seconds.

**Members of:** International Steel Trade Assn.

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**UNITED KINGDOM****Erlanger & Co (Commodities) Ltd**

**Head office:** Moor House, London Wall, London EC2Y 5ET. **Tel:** 01 638 6691, 01 638 2161 (trading desk). **Telex:** 8813155 erlcom g.

For further details see Erlanger Commercial Corp SA, Switzerland.

**Eskar International Ltd**

**Head office:** 25 Little Trinity Lane, London EC4V 2AA. **Tel:** 01 236 2561. **Telex:** 8811317 eskar g. **Cables:** Eskartrada London EC4.

**Management:** S. Karimzadeh (managing director), D. Karimzadeh (director), Mrs. A. Karimzadeh (director). **Established:** 1961 in UK. **Capital:** £10,000 (fully-paid share capital). **Ownership:** Private company owned by the directors. **Subsidiary & associates:** D. S. Karimzadeh/M. Karimzadeh, Hamburg; D & S Karimzadeh, Tehran.

**Activities:** Importers, exporters, agents and distributors.

**Products handled:** Line pipes (pipes and casings), slotted pipes for water wells, HR and CR coils and sheets, galvanized sheets and coils, structural steel and sections, stainless steel, tinplate and tin-free steels.

**Companies represented on agency basis:** Shinei Shokai Co Ltd, Japan (UK and worldwide agency); Sisco Inc, USA (worldwide distributors).

**Estel (UK) Ltd**

**Head office:** Carrier House, Warwick Row, London SW1E 5ER. **Tel:** 01 828 5656. **Telex:** 917941.

**Management:** Chairman—K. H. Baker; directors—K. M. Whittaker (managing), D. M. Staff (assistant managing), K. F. Schleiffenbaum (assistant managing), B. A. Buche, R. T. B. Whittaker, T. E. Shaw. **Established:** 1953. **Capital:** £10,000. **Ownership:** Baxter, Fell & Co Ltd (part of the Estel-Hoesch/Hoogovens group). **Subsidiary &**

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## UNITED KINGDOM

**Estel (UK) Ltd** (*continued*)

**associates:** Fellow subsidiary companies—Baxter Fell Metals Ltd (slitting and cutting to length lines), Baxter Fell Northfleet Ltd (manufacturers/suppliers of display and storage shelving and merchandising equipment), Baxter Fell & Co (Tower Wharf) Ltd, (public wharfingers and warehousekeepers), Maidenhead Finance Ltd (financial services); associates—Honigs (Rochester) Ltd (public wharfingers and warehousekeepers), Tac-Groep Ltd (shipping, forwarding and chartering agents).

**Activities:** UK sales office for products of Estel-Hoesch/Hoogovens.

**Products handled:** Reinforcing bars, merchant bars, structurals, wire rod; HR and CR coil and sheets; medium and heavy plates; electrolytic tinplate; hot dipped and electro galvanized coil and sheets; plastic coated and pre-coated coil and sheets; welded tubes (round, square, rectangular); precision tubes; gas list tubes (black and galvanized); RHS, SHS, cold formed tubular sections; line pipe and casing; wire and strands for pre-stressed concrete; bright mild steel wire; sheet and plate fabrications; castings.

**ETS Ltd (Export & Technical Services)**

**Head office:** 11th Floor, Prudential House, Croydon CR9 2EU, Surrey. **Tel:** 01 686 3232. **Telex:** 23661. **Cables:** Extese.

**Management:** E. A. Haas (chairman), R. E. Haas (managing director), D. E. Harvey (director), V. J. Firman (director). **Established:** 1945. **Ownership:** Directors.

**Subsidiary & associates:** ETS (Lonertia), UK (import).

**Activities:** Export—steel and non-ferrous metals, also electrical generators, machinery and equipment, process plant; import—industrial electronics, mechanical power transmission equipment.

**Products handled:** Steel tubes and all shapes of steel for export, worldwide.

**Eurosteel Products Ltd**

**Head office:** Walker House, 87 Queen Victoria Street, London EC4V 4AL. **Tel:** 01 248 5473-7. **Telex:** 884711. **Cables:** Eurosteel London EC4.

**Management:** Directors—H. G. Large, F. G. Hirst, J. B. Hurst. **Trading personnel:** D. R. Roe (bars and sections), D. J. Hollingshead (sheets and plates), A. Byrom (tubular products), I. Sherwin (administration manager), P. S. Driscoll (shipping manager).

**Established:** 1963. **Capital:** £500,000.

**Activities:** Import, stocks of certain products carried.

**Products handled:** Semis, wire rods, merchant bars, heavy sections, flat rolled steel (HR, CR, coated), reinforcing bars, bright bars, black bars, stainless and alloy steels, tubes, pipes, hollow sections, tube fittings and flanges.

**Companies represented on agency basis:** Highveld Steel & Vanadium Corp, South Africa; Brollo Africa Pty Ltd, South Africa; Smedjebackens Valsverks AB, Sweden; Jones & Laughlin Steel Corp, USA; Irish Steel Holdings Ltd, Irish Republic.

**Members of:** International Steel Trade Assn.

**Exico Ltd**

**Head office:** Exico House, 34-36 Gray's Inn Road, London WC1X 8JG. **Tel:** 01 242 1386. **Telex:** 28211. **Cables:** Kotva London WC1.

**Trading personnel:** A. B. Cockram (manager, metallurgical department), L. J. Ruddock (deputy manager, metallurgical department). **Established:** 1946. **Capital:** £25,000.

**Activities:** Export; import/export agency.

**Products handled:** Semis, carbon steel, shipbuilding plates, mild steel plates, sheets, coils, strip, galvanized sheets/coils, merchant bars, reinforcing bars, deformed bars, wire rods, high grade Poldi steels, drawn wire and wire products, sheet piling, welding rods, fluxes.

**Companies represented on agency basis:** Ferromet, Czechoslovakia covering UK.



## UNITED KINGDOM

**Export-Union Düsseldorf, London Branch**

**Address:** 6 Queen Street, Mayfair, London W1X 7PH. **Tel:** 01 491 3113. **Telex:** 23609, 25382.

**Fagersta Ltd**

**Head office:** Alcester, Warwicks., B49 6EL. **Tel:** 0789 762781. **Telex:** 31426.

**Management:** K. V. Pipe (managing director), A. Langford (director and secretary), J. S. Fairhurst (managing director). **Trading personnel:** C. D. Brackenbury (general manager, strip and tubes), D. V. Merrills (manager, carbon, alloy and stainless wire rods), A. Crabtree (manager, high speed steels). **Established:** Trading since 1896. **Capital:** £400,000. **Ownership:** Fagersta AB, Sweden.

**Activities:** Importers, stockholders; principal activity relates to Swedish steel.

**Products handled:** Carbon, alloy, stainless and high speed steel wire rods; alloy, stainless, high speed steel and bi-metal strip; stainless steel tubes and fittings; high speed steel bars; melting base billets.

**Companies represented on agency basis:** UK sales organisation for Stahlwerk Westig GmbH, West Germany (part of the Fagersta group).

**Members of:** Process Plant Assn., Stainless Steel Fabricators' Assn. of Great Britain.

**F.D. Metals Ltd**

**Head office:** 41 High Street, Tenterden, Kent. **Tel:** 05806 4188. **Telex:** 95385.

**Management:** M. S. Foster (chairman); K. Foster, H. W. Tobias, R. B. Rendle and R. Dransfield (directors); A. E. Prior (accountant). **Trading personnel:** M. S. Foster, R. B. Rendle. **Established:** 1974. **Capital:** £10,000. **Ownership:** Private. **Subsidiary & associates:** Subsidiary—F.D. Metals (France) SA. Associated—Duport Iron & Steel Co Ltd, Sté Acier de Bretagne SA, Forges et Laminoirs de Bretagne. **Branches:** France.

**Activities:** Export/import.

**Products handled:** Europe—billets, carbon and alloy steel bars in coils and lengths, forging quality and free-cutting, light sections, carbon and stainless bright drawn bars. Worldwide—general steels.

**Companies represented on agency basis:** Duport Steels Ltd, UK covering France and Spain; Sheerness Steel Co Ltd, UK covering France.

**Members of:** International Steel Trade Assn.; British Chamber of Commerce, France.

**Frank Fehr & Co Ltd**

**Head office:** Prince Rupert House, 64 Queen Street, London EC4R 1ER. **Tel:** 01 248 5066. **Telex:** 883074. **Cables:** Fairfall London EC4.

**Management:** B. H. F. Fehr (chairman and managing director), R. J. F. Fehr (director). **Trading personnel:** R. J. F. Fehr, C. Roosloot (manager, steel department), N. R. Gilbert (sales manager), M. C. S. Kirtley (sales manager, tubes and pipes). **Established:** 1857. **Ownership:** Private. **Subsidiary & associates:** Frank Fehr & Co Ltd, Burlington House, Waterloo, Liverpool L22 0LG, UK; Frank Fehr & Co (Canada) Ltd, 20A 285 17th Street, W. Vancouver, BC, V7V 3S6, Canada; Frank Fehr (S.A.) (Pty) Ltd, PO Box 2059, Durban 4000, South Africa; Frank Fehr & Co (Hong Kong) Ltd, Room 504-6, Universal Commercial Building, 69 Peking Road, Kowloon, Hong Kong; Colyer Fehr (Pty) Ltd, 36-38 Clarence Street, Sydney, NSW 2000, Australia; Fehr Bros. Inc., New York.

**Activities:** General merchants.

**Products handled:** Steel and hardware department—constructional steel, semi-finished ferrous products, wire and wire products. Also tin, lead, copper and their alloys in ingots and scrap; builders hardware; sanitary ware; domestic utensils and appliances; cutlery; tools; straight and safety pins, etc.; plastics; marine engines and equipment; machinery; electrical plant. Area covered: Worldwide.

**Members of:** International Steel Trade Assn. (ISTA), London Metal Exchange (associate).

## UNITED KINGDOM

**Feramonde Ltd**

**Head office:** 7 Hill Street, Birmingham B5 4XA. **Tel:** 021 632 6351. **Telex:** 339122.  
**Management:** H. Smith (managing director), N. M. Tristram (director). **Established:** 1980. **Capital:** £1,000. **Ownership:** Creusot-Loire Steel Co Ltd, UK.  
**Activities:** Sales of steel and allied products; no stocks held in UK at present.

**Feran Steel Ltd**

**Head office:** Boundary Place, 89 Sevenoaks Road, Orpington, Kent, BR6 9JW. **Tel:** 0689 36579. **Telex:** 896916. **Cables:** Feran Bromley.

**Management:** Th. Stuth (director, resident of West Germany), J. K. Guttman (managing director), T. J. Smith (director). **Trading personnel:** J. K. Guttman (overseas sales), T. J. Smith (sales UK), Mrs. M. Bell (sales administration). **Established:** 1964. **Capital:** £2,000. **Ownership:** Wickeder Eisen- und Stahlwerk GmbH, West Germany. **Subsidiary & associates:** Wickeder Eisen- und Stahlwerk GmbH (CR steel strip and cold bonded strip manufacturers), Westfalenstahl GmbH (CR steel strip manufacturers), Gebrüder Wissner GmbH (tube benders, hospital bed and ancillary furniture manufacturers).

**Activities:** Import/export as principals, no stocks carried in the UK.

**Products handled:** CR steel strip, aluminium clad steel strip (Feran), nickel clad steel strip (Nifer), lead clad steel strip (Bleifer), copper clad steel strip (Cufer), brass clad steel strip (Brafer), clad steel strip (Tomfer Tombac), stainless steel clad aluminium strip, multilayer strip. Also trimetals, copper clad aluminium strip, nickel clad copper strip.

**Companies represented on agency basis:** Wickeder Eisen- und Stahlwerk GmbH, West Germany (parent company) for UK, USA, Australia, South Africa or any other English speaking areas.

**Findlay Durham & Brodie Sales Ltd**

**Head office:** 6 Bloomsbury Square, London WC1A 2LR. **Tel:** 01 405 8303. **Telex:** 24662. **Cables:** Yaldnif London WC1.

**Management:** C. J. W. Durham (managing director), E. G. Leach (director), J. R. Wilson (financial management). **Trading personnel:** C. J. W. Durham, J. G. Everton (steel sales executive). **Established:** 1962. **Capital:** £5,000. **Ownership:** Findlay Durham & Brodie Holdings Ltd Group. **Subsidiary & associates:** Findlay Durham & Brodie Holdings Ltd (holding company), Findlay Durham & Brodie Electrical Ltd (specialists in electrical protection), Clenglass Electric Ltd (manufacturers of Clenglass washing machine for licensing trade), Carillon Engineering Ltd (manufacturers of hydraulic valves), Damixa Ltd (distributors of bathroom equipment).

**Activities:** Exclusive selling agents in the UK and Irish Republic for South African Iron & Steel Industrial Corp Ltd (Iscor). No stocks carried.

**Products handled:** HR, CR, galvanized sheets and coils; heavy and light profiles; reinforcing bars; plates; floor plate (Vastrap); colour coated steel sheets (Chromadek and Textradek).

**Companies represented on agency basis:** Exclusive selling agents in the UK and Irish Republic for Iscor—South African Iron & Steel Industrial Corp Ltd, South Africa.

**G. M. Firth (Metals) Ltd**

**Head office:** Canal Road, PO Box 104, Bradford, W. Yorks, BD2 1QR. **Tel:** 0274 587421. **Telex:** 51269.

**Management:** Directors—G. M. Leadbeater (group chairman and chief executive), M. Bell, M. A. Butler (company secretary), J. R. Harrold. **Trading personnel:** M. Bell (managing director, Clarkes of Stillington), G. Wilson (director, Clarkes), G. Brown

## UNITED KINGDOM

**G. M. Firth (Metals) Ltd** *(continued)*

(G. M. Firth (Steelstock) Ltd), L. Laffan (sales in Irish Republic). **Established:** 1963. **Capital:** £400,000 (nominal), £266,901 (paid-up). **Subsidiary & associates:** Clarkes of Stillington Ltd (steel stockholding); G.M.F. (Developments) Ltd (property development).

**Activities:** Import/export, steel stockholding. Also property development, demolition, dealing.

**Products handled:** Steel plates, sheets, sections, etc.

**Members of:** Engineering Industries Assn.

**Forum Steels Ltd**

**Head office:** PO Box 4, Blandford Forum, Dorset DT11 7DN. **Tel:** 0258 51141-5. **Telex:** 418484 forum g.

**Management:** Roy Price (managing director), J. N. A. Hirst (director), M. J. Brown (director, financial), J. F. Lawson (general manager). **Trading personnel:** R. Price, J. F. Lawson, J. D. Cook, L. E. Whitehouse. **Established:** 1978. **Ownership:** Hirst & Brown Ltd†; R. Price. **Subsidiary & associates:** Associated—Hirst & Brown Ltd†, Jackdaw Steels Ltd. **Branches:** PO Box 5, Stourport-on-Severn, Worcs., DY13 8YF (stockholding and processing of flat rolled products).

**Activities:** Importing and merchanting of flat rolled products and bars, etc.; stockholding and processing.

**Products handled:** Mainly flat rolled products; HR, CR, galvanized and electro zinc coated prime and second choice (this material is for merchanting and stockholding activities); also merchant bars (black and bright), angles, channels, joists, beams and hollow sections (RHS and CHS).

**Members of:** International Steel Trade Assn.



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## UNITED KINGDOM

**E. A. Foy (Steels) Ltd**

**Head office:** Currer House, Currer Street, Bradford BD1 5BA. **Tel:** 0274 393123. **Telex:** 51363.

**Management:** Edward A. Foy (managing director), J. J. Ullmann (director), B. Bamforth (director). **Trading personnel:** Edward A. Foy, Richard Vaughan, David Netherwood, Simon Mulcuck. **Established:** 1980. **Capital:** £1,000. **Ownership:** Private, see management.

**Activities:** Import and stockholding.

**Products handled:** Steel plates in most grades, angles, reinforcing bars.

**Members of:** International Steel Trade Assn.

**Frère-Bourgeois (UK) Ltd**

**Head office:** 17a Bank Street, Ashford, Kent, TN23 1DL. **Tel:** 0233 21441. **Telex:** 96321. **Cables:** Frere.

**Management:** T. E. Fife (director), P. Hadley (sales executive), D. E. Dykes (company secretary). **Trading personnel:** See management. **Established:** 1957. **Capital:** £200,000. **Ownership:** Frère-Bourgeois SA, Belgium.

**Activities:** Import and export as works agents.

**Products handled:** Steel semi-products—HR coil and plates, merchant bars, sections, reinforcing bars, wire rods, reinforcing mesh, square and rectangular hollow sections.

**Companies represented on agency basis:** Sté Métallurgique Hainaut-Sambre SA, Belgium; Thy-Marcinelle et Providence SA, Belgium; Laminiers du Ruau SA, Belgium; Tréfileries de Fontaine-L'Éveque SA, Belgium.

**Members of:** International Steel Trade Assn.

**Gardner Steel Ltd**

**Head office:** Shenstone House, Dudley Road, Halesowen, West Midlands, B63 3LT. **Tel:** 021 550 8291. **Telex:** 337214.

**Management:** G. F. Knapp (managing director); A. A. Kennedy (financial director); D. C. Herd, A. W. Lloyd and H. Ward (directors). **Trading personnel:** Managers, stockholding divisions—D. W. Taylor (Midlands), W. J. Field (Aldershot), M. Humphries (Enfield), D. C. Herd (Newport, South Wales), D. Wilmshurst (Sheffield), R. White (Darlington), A. W. Lloyd (Manchester). **Established:** 1964. **Capital:** £2,500,000.

**Ownership:** Wholly-owned subsidiary of Amalgamated Metal Corp Ltd. **Branches:** Stockholding divisions—Midlands (Tel: 021 501 1244); Aldershot (Tel: 0252 45081); Enfield (Tel: 01 805 3131); Newport, South Wales (Tel: 0495 270050); Sheffield (Tel: 0742 340721); Darlington (Tel: 0325 67696); Manchester (Tel: 061 793 8577).

**Activities:** Stockholders, international traders, import/export.

**Products handled:** HR, CR, galvanized and zinc coated coil and sheets; heavy plates; angles—flats, rounds, squares, channels, beams; tubing (ERW, CDS, RHS); expanded metal.

**Members of:** National Assn. of Steel Stockholders.

**G. G. Gaston Ltd—see Samac International Ltd****General Produce & Fibres Ltd**

**Head office:** Alam House, 1-7 St. Thomas Street, London SE1 9RY. **Tel:** 01 407 5022. **Telex:** 888577, 885248. **Cables:** Saksupply.

**Management:** M. D. Peracha (chairman), B. D. Peracha (managing director), N. A. Peracha (director). **Trading personnel:** Zafar Ahmed, Hassan Bilgrami. **Established:** 1946. **Capital:** £225,000. **Ownership:** Peracha family. **Subsidiary & associates:** Alam Maritime Ltd, London (ship operators and owners); Transocean Asia Ltd, Pakistan (steel and general trading); Indus Rice Mills, Pakistan (rice milling); Island Textile Mills, Pakistan (spinning of cotton); Euromashrik Trading Agencies, Dubai; Nabeel Trading



**UNITED KINGDOM****General Produce & Fibres Ltd** (continued)

Agencies, Dammam and Riyadh, Saudi Arabia.

**Activities:** Import/export.

**Products handled:** HR and CR sheets and coils, mild steel bars, squares, flats, equal and unequal angles. Main areas covered: Saudi Arabia, Pakistan, Iraq, United Arab Emirates and Iran.

**Genus Offshore Services Ltd**

**Head office:** The London International Press Centre, Shoe Lane, London EC4. **Tel:** 01 583 2589. **Telex:** 23862 prsnt. **Cables:** Genus London EC4.

**Management:** R. N. Gosling, D. I. Gosling, Z. Gosling. **Established:** 1975. **Capital:** £100. **Ownership:** Private.

**Activities:** Import/export steel merchants.

**Products handled:** Reinforcing bars, merchant bars, HR and CR coils, sheets, re-rollable steels.

**Hugh Girvan & Co Ltd**

**Head office:** 43 Bridge Street, Leatherhead, Surrey, KT22 8BN. **Tel:** 03723 78063. **Telex:** 28481. **Cables:** Girvan G.

**Management:** H. M. Girvan, M. M. Girvan. **Established:** 1890. **Capital:** £7,500.

**Activities:** Mill agents, stockists of tubes, import/export.

**Products handled:** Steel tubes and hollow sections, forged steel rolls, cast steel and iron rolls, material handling equipment, general steel products.

**Companies represented on agency basis:** Including Laminoids de Longtain, Belgium (hollow sections, HR sections); NV Tubes de Haren SA, Belgium (tubes); Steinhoff GmbH (forged rolls); Safak SA (cast iron and steel rolls).

**GKN International Trading (London) Ltd**

**Head office:** Lading House, 10-14 Bedford Street, London WC2E 9HS. **Tel:** 01 836 8421. **Telex:** 28630. **Cables:** Gekantrade London WC2.

**Management:** Chairman—R. N. M. Ward. Directors—J. C. H. Cunningham (general manager), J. L. Drury, D. S. Duckworth, T. S. Prebble, W. A. Rayson (steel trading).

**Trading personnel:** G. G. Watt (trading manager). **Established:** 1970. **Capital:** £80,000. **Ownership:** Wholly-owned subsidiary of Guest, Keen & Nettlefolds Ltd.

**Subsidiary & associates:** Overseas companies and branch offices—Johannesburg; Madrid; Dacca; New York; Milan; Düsseldorf; Bonneville, France; Singapore.

**Activities:** Import/export.

**Products handled:** All steel products, worldwide.

**Members of:** International Steel Trade Assn.

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**K. GODDARD (STEELS) LTD.**

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## UNITED KINGDOM

**GKN Steelstock Ltd—Stainless**

**Head office:** 3 Credenda Road, Bromford Road Industrial Estate, PO Box 51, West Bromwich, West Midlands, B70 7JP. **Tel:** 021 552 3300. **Telex:** 338860.

**Management:** D. R. Turner (product group director), F. Risker (director and general manager), R. C. Tromans (purchasing manager). **Trading personnel:** A. Brown (general manager, Hayes), D. I. Williams (sales manager, Bristol), L. J. Meredith (director and general manager, Leeds), D. B. Hutton (director and general manager, Glasgow), R. E. Plimmer (sales director, Midlands). **Established:** 1968. **Ownership:** GKN Ltd. **Subsidiary & associates:** GKN group. **Branches:** S.E. Division—Beaconsfield Road, Springfield Road, Hayes, Middx., U84 0LP; S.W. Division—Badminton Trading Estate, Yate, Nr. Bristol BS17 5JU; N.E. Division—Elliot Works, Westland Road, Leeds LS11 5SP; Scottish Division—Caledonian Steelworks, Farmeloe Road, Rutherglen-by-Glasgow G76 1LT.

**Activities:** Import/export; stainless steel stockholders and processors.

**Products handled:** Stainless steel sheets, plates, bars, tubes, pipes and fittings. Profilers and polishers of stainless steel.

**Members of:** National Assn. of Steel Stockholders, Stainless Steel Fabricators Assn. of Great Britain, Aligned Stockholders—BSC.

**Gladstone, Wyllie (Trading) Ltd**

**Head office:** 19 Earl Street, London EC2A 2HS. **Tel:** 01 377 9700. **Telex:** 888661-3. **Cables:** Wyllie London EC2.

**Management:** H. A. Butcher (managing director). **Trading personnel:** P. G. Orpin. **Established:** 1840. **Capital:** £25,000. **Ownership:** Frank Fontannaz (Holdings) Ltd.

**Activities:** Export.

**Products handled:** Reinforcings, rebars, profiles, etc., stainless steel (sheets and coil for manufacture of cutlery, etc.), tinplate, tin taggers.

**Glynwed Steel Stockholding Ltd—see Cashmores****G.M.E. Steels Ltd**

**Head office:** London & Manchester House, Park Green, Macclesfield, Cheshire, SK11 7QJ. **Tel:** 0625 612211. **Telex:** 668944.

**Management:** G. M. Elder (director), M. C. Lavelle. **Established:** 1978. **Capital:** £10,000. **Ownership:** Private. **Subsidiary & associates:** M.K.A. Steels Ltd (stockholders of high speed and tool steel).

**Activities:** Import/export.

**Products handled:** Stainless and special steels.

**Companies represented on agency basis:** Hitachi Metals GmbH (high speed steel wire); Aços Villares SA, Brazil (high speed and tool steel). Market area covered: UK.

**Patrick Godfrey**

**Head office:** Owlpen, Medmenham, Marlow, Bucks. **Tel:** 049 166 464.

**Established:** 1902.

**Activities:** Import agency.

**Products handled:** Wire rod in alloy and stainless steel, stainless steels in bars and sheets, steel castings for all industries including nuclear.

**Companies represented on agency basis:** Usines Emile Henricot SA, Belgium.

**Grange Wire Processors Ltd—see Russell, Marshall & Co Ltd**

## UNITED KINGDOM

**Guest Industrials Ltd**

**Head office:** Wimborne House, 136 High Street, Sevenoaks, Kent. **Tel:** 0732 50177.

**Telex:** 95531 guest g. **Cables:** Guestind Sevenoaks.

**Management:** L. R. Smith (managing director), H. M. Benions (export), H. Nash (import). **Trading personnel:** G. Nash and G. M. A. Beckwith (steel sales).

**Established:** 1928. **Capital:** £250,000 in £1 shares. **Ownership:** A member of Harris & Dixon (Holdings) Ltd Group. **Subsidiary & associates:** Harris & Dixon Ltd (ship broking, tanker chartering, underwriting insurance), Guest Medical & Dental Products Ltd, Guest Air Ltd (air freight).

**Activities:** Exclusive representation of European manufacturers, import/export agencies, no stock facilities.

**Products handled:** Electrical sheets; alloy steel plates; drop forgings; heavy steel forgings, castings including cast iron rolls. Also pressure vessels and fabricated steelwork.

**Companies represented on agency basis:** Including Terni—Stà per l'Industria e l'Elettricità SpA, Italy (heavy castings and forgings, pressure vessels and electrical sheet) covering the UK and Poland.

**Gunnebo Ltd**

**Head office:** 2 Bisham Gardens, Highgate Village, London N6 5JT. **Tel:** 01 340 6209, 01 348 9015. **Telex:** 8954978.

**Management:** Paul Knight (managing director), Marianne Marley (sales and administration manager). **Established:** 1974. **Capital:** £10,000. **Ownership:** Gunnebo Bruks AB, Sweden. **Subsidiary & associates:** AB Hillerstörps Metallverk (wood screws and nails); AB Petterssons Järnförädling (formed wire components); Bergs Smide AB (forged safety hooks and accessories); Gunnebo Byggservice AB (nails and nailers); Swedish Wire Corp't, USA.

**Activities:** Importing parent company's wire products and distributing throughout UK from own stocks; importing associated companies' products.

**Products handled:** Piano wire, stainless steel wire, grade 80 lifting chain and accessories, stainless chain, speciality nails.

**Hanwa Co Ltd**

**Address:** 6th Floor, Sabena House, 36-7 Piccadilly, London W1V 0BU. **Tel:** 01 439 6501, 01 439 6554-5. **Telex:** 21662 hanlon.

**Management:** Tadao Kamitani (branch general manager). **Trading personnel:** T. Kamitani (steel products sales and purchases), A. Morishita (ship's bunker fuel oil sales), Y. Nishida (frozen marine foods and canned food sales). **Established:** 1977. **Ownership:** Hanwa Co Ltd't, Japan.

**Harlow & Jones Ltd**

**Head office:** St. Alban's House, 59 Haymarket, London SW17 4RD. **Tel:** 01 839 8030. **Telex:** 917691-3. **Cables:** Harjones London SW1, Harferrous London SW1.

**Management:** Managing director—L. T. J. Rolls; directors—J. B. Wilson, R. A. B. Bottomley; executive directors—W. E. King, F. Konrad, J. Schlup, J. T. Vizer, D. Lloyd, R. P. Fagg, L. C. Pierce. **Trading personnel:** Non-ferrous—B. Jenkins and I. Paterson; prime steel—A. S. Kinnear, N. Cremin, J. Sowry, J. Williams, M. Pryor, R. Sands, R. Alder, B. V. Thomas, B. Manson; scrap and re-rollables—A. Wilson. **Established:** 1914. **Capital:** £1,750,000. **Subsidiary & associates:** W. G. Readman Ltd't, Middlesbrough (prime steel, second choice material); W. G. Readman (Preston) Ltd, Preston (prime steel, second choice material); Geo H. Campbell & Co and Airdrie Steel Co't, Airdrie (prime steel, steel scrap); James Bridge Steel Stockholders Ltd't, Aldridge (prime and second steel); G. M. Elder (Special Steels) Ltd't, Macclesfield and Sheffield (stainless steel, high speed steel); Panchaud Frères SA, Lausanne (oil seeds, grains); Harlow & Jones GmbH't, Duisburg (prime and second choice steel products); Centro Stahlhandel GmbH, Cologne (prime steel); Harlow & Jones (Belgium) SAT, Antwerp (prime/stainless steel); Haesa, Madrid (prime steel, steel scrap, non-ferrous); Haesa,

## UNITED KINGDOM

**Harlow & Jones Ltd** (*continued*)

Bilbao (prime steel, steel scrap, non-ferrous); Harlow & Jones Inc't, Connecticut (primary metals/ferrous and non-ferrous); Harlow & Jones (Chicago) Inc't, Chicago (steel traders); Burwill Trading Ltd't, Hong Kong (prime steel/second choice material); Burwill Trading Ltd, Manila (prime steel/second choice material); Harlow & Jones Ltd, Liaison Office Middle East, Cairo; Harlow & Jones Italia SpA, Milan (steel traders); Harlow & Jones (Pty) Ltd, Johannesburg (steel traders); Harlow & Jones Scandinavia A/St, Drammen.

**Activities:** International merchants.

**Products handled:** Steel and non-ferrous metals.

**Companies represented on agency basis:** Nedstaal, Netherlands (high grade wire rods) and V/O Promsyrimport, USSR (all rolled steel products) covering UK.

**Stephen Hastings Ltd**

**Head office:** Ashborne House, Alberon Gardens, London NW11 0BU. **Tel:** 01 455 2324. **Telex:** 923449 cubrol. **Cables:** Competent London NW11.

**Management:** H. Sanger (director), A. Yole (manager). **Trading personnel:** See management. **Established:** 1948. **Capital:** £1,000 (nominal). **Ownership:** Private.

**Activities:** Import/export, stockholders.

**Products handled:** Tinplate, steel sheets, light steel angles.

**HB Steel Ltd**

**Head office:** Gibbons Industrial Estate, Bean Road, Coseley, Nr. Bilston, West Midlands. **Tel:** 09073 76411. **Telex:** 337780.

**Management:** J. L. Cognet (chairman and managing director), P. J. Cognet (local director), R. G. Nielsen (local director), R. Bridle (secretary). **Trading personnel:** P. J. Cognet (bar products), R. G. Nielsen (strip mill products), S. McColl, J. Colbourne.

**Established:** 1794 Henry Bath & Son Ltd; 1980 HB Steel incorporated. **Capital:** £250,000. **Ownership:** Britannia Refined Metals Ltd. **Subsidiary & associates:** Associated—M.I.M. Holdings, Australia (lead, copper, zinc and silver producers); Britannia Refined Metals Ltd, London (lead and silver refiners); Asarco, New York (metal refining); Henry Bath & Son Ltd, London (LME metal brokers, non-ferrous traders).

**Activities:** Import, export and international trading in all commercial quality steel products.

**Products handled:** Sheets and coils (CR, HR, galvanized), plates, tear plates, ship plates, rounds, angles, flats, squares, beams, joists, columns, channels.

**Members of:** International Steel Trade Assn.

**Heine Brothers (England) Ltd**

**Address:** 7th Floor, New London Bridge House, 25 New London Bridge Street, London SE1 9SG. **Tel:** 01 403 3553. **Telex:** 8954257-8.

Please see entry for Heine Brothers (Australasia) Pty Ltd, Australia for further details.

**Helical (Steel Stock) Ltd**

**Head office:** 340 Clapham Road, London SW9 9AJ. **Tel:** 01 720 4801. **Telex:** 918841.

**Management:** R. J. C. Hill (chairman), L. C. K. Kelly (managing director), R. A. Thomas (financial director), S. J. Murphy (director and secretary). **Trading personnel:** Traders—C. D. C. Lang, A. Bradley, J. Sadd, J. Bower. **Established:** 1973. **Capital:** £100. **Ownership:** Helical Bar Ltd. **Subsidiary & associates:** Cooper Re-Bar Ltd, UK (reinforcement specialists); Queenborough Steel Co Ltd't (UK agents for Usines



**UNITED KINGDOM****Helical (Steel Stock) Ltd** (*continued*)

Gustave Boël SA and Fabrique de Fer de Maubeuge). **Branches:** 79 Station Road, Sutton-in-Ashfield, Notts.

**Activities:** Import, export, merchanting; stocks carried.

**Products handled:** Plates, sheets, angles, channels and flats.

**Hille & Muller (UK) Ltd**

**Head office:** 188-190 Stratford Road, Shirley, Solihull, West Midlands, B90 3AQ. **Tel:** 021 745 4141. **Telex:** 337286.

**Management:** J. R. Thumann, A. Römisch, E. Gaul, D. E. Minhorst. **Trading personnel:** K. F. Oldrey (UK sales manager), M. J. Ward (sales executive). **Established:** 1970. **Ownership:** Hille & Muller GmbH. **Subsidiary & associates:** Westfalia GmbH (flexible tubes, hoses, rolled sections).

**Activities:** Import office; no stocks carried.

**Products handled:** CR steel strip, plated steel strip. Specialities—mirror finish, nickel plated for deep drawn requirements, brass, copper, zinc, polichrom; also available in pattern finishes.

**Hirst & Brown Ltd**

**Head office:** 3 Palmers Road, East Moons Moat, Redditch, Worcs., B98 0RF. **Tel:** 0527 21721. **Telex:** 335657.

**Management:** J. N. A. Hirst (managing director), M. J. Brown (financial director), P. D. Hirst (director). **Trading personnel:** J. N. A. Hirst, P. D. Hirst (purchasing). **Established:** 1975. **Capital:** £5,000. **Ownership:** Directors. **Subsidiary & associates:** Forum Steels Ltdt, Blandford Forum (import/export steel products) and Stourport-on-Severn (import/processing flat rolled products); Jackdaw Steels Ltd, Buckingham (stockholders flat rolled products).

**Activities:** Import of steel products; stockholding of all mild steel products; processing; full range of stock held.

**Products handled:** Mild steel sheets, plates, merchant bars, structural hollow sections.

**Members of:** International Steel Trade Assn.

**John Hornby (Steels) Ltd**

**Head office:** 6 Essex Street, Bradford, West Yorks., BD4 7PG. **Tel:** 0274 28825.

**Management:** M. R. Driver, J. G. Driver, S. R. Henderson. **Trading personnel:** A. G. McCully, W. K. McCully, B. Collins. **Established:** 1975. **Ownership:** Directors. **Branches:** 125 West Regent Street, Glasgow G2 2SG (Tel: 041 221 4271. Telex: 778335).

**Activities:** Stockholders and merchants of steel plates and sections.

**Icona (London) Ltd**

**Head office:** 7 Beeston Place, London SW1. **Tel:** 01 834 1635. **Telex:** 263736. **Cables:** Lonicon London SW1.

**Management:** J. V. Sturup (managing), J. T. P. Leigh (sales). **Trading personnel:** E. R. Foster, M. Read and J. Hughes (sales). **Established:** 1959. **Capital:** £15,000. **Ownership:** Various Spanish and British shareholders.

**Activities:** Import, stocks carried.

**Products handled:** ERW mild steel SB tubing to BS 1775 ERW 11/DIN 2394; gas lift tubing to BS 1387; cold formed mild steel hollow sections.

**Companies represented on agency basis:** Perfrisa—Perfil en Frío SA, Spain; Cia Asturiana de Tubos SA, Spain.

## UNITED KINGDOM

**Impexports (KJ) Ltd**

**Head office:** 19 Burleys Way, Leicester LE1 3BE. **Tel:** 0533 57331. **Telex:** 341982 impxkj g. **Cables:** Impexports Leicester.

**Management:** M. R. Krishnan (general manager). **Trading personnel:** See management. **Established:** 1971. **Capital:** £100,000. **Subsidiary & associates:** Associates in Tanzania, Kenya, Canada, India, Pakistan, Japan, Hong Kong and Malaysia (manufacturing, trading, engineering goods, raw materials, steel, etc.).

**Activities:** Export—steel, engineering goods, spares, machinery and hardware to various countries; import—automotive parts, motor cycle batteries, certain raw materials.

**Intermarket (Division of Joint Material Services Ltd)**

**Head office:** 28 High Street, Winslow, Bucks., MK18 3HF. **Tel:** 029671 2968 and 2638. **Telex:** 837130 jomase g.

**Management:** Kenneth J. Jones (director), Jean R. Jones (company secretary and accounts), J. N. J. Lund (commercial executive). **Trading personnel:** K. J. Jones (commercial policy), J. N. J. Lund (general trading in all fields). **Established:** 1971.

**Ownership:** Joint Material Services Ltd, UK (general trading in most semi-finished metals in most forms).

**Activities:** Import agencies (steel tubes and aluminium semis from Belgium, copper alloy semis, commutators and lampholders from West Germany).

**Products handled:** Welded steel tubing, conduit and thermic lances.

**Companies represented on agency basis:** Amega NV, Belgium (HR and CR welded steel tubes, rounds, squares, rectangulars, flat ovals, etc.) covering UK for domestic and export markets.

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## UNITED KINGDOM

**A. C. Israel Woodhouse Co Ltd**

**Head office:** 21 Mincing Lane, London EC3R 7DN. **Tel:** 01 623 3131. **Telex:** 884742. **Cables:** Acicowood.

**Management:** R. Beech (director, metals), J. L. Blake (manager, steel division).

**Trading personnel:** C. Hanford (Europe), M. Davies (Middle East and North Africa), J. L. Blake (Africa). **Established:** 1970. **Capital:** £500,000. **Ownership:** ACLI International Inc, USA (ultimate holding company).

**Activities:** Import/export.

**Products handled:** Steel products.

**Members of:** International Steel Trade Assn.

**C. Itoh & Co Ltd, London Branch**

**Address:** London International Press Centre, 76 Shoe Lane, London EC4A 3JB. **Tel:** 01 353 6090. **Telex:** 261981 citoh ah. **Cables:** Itouchu London EC4.

**C. Itoh & Cie (Europe) SA**

**Address:** London International Press Centre, 76 Shoe Lane, London EC4A 3JB. **Tel:** 01 353 6090. **Telex:** 261981 citoh ah. **Cables:** Itohchu London EC4.

**James Bridge Steel Stockholders Ltd**

**Head office:** 106-116 Aston Church Road, Birmingham B7 5RX. **Tel:** 021 328 4444. **Telex:** 339682.

**Management:** J. S. Klimczak. **Trading personnel:** I. Taylor, R. Rosendale, M. Cooksey, J. Simpson, J. Mone, G. Bolt, G. Franklin. Scottish depot—W. Hamilton, J. Scott and R. Jenkins. Oldham office—D. Tapp, D. Wood, R. Jagielski and P. Stevens. Teesside depot—P. Jacques, J. Logan and D. Williams. **Established:** 1971. **Capital:** £250,000. **Subsidiary & associates:** Member of the Harlow & Jones group.

**Branches:** Atlas Works, Carlisle Road, Airdrie (Tel: Airdrie 62823. Telex: 77158); Rooms 22-3 Priory Buildings, Union Street, Oldham, Lancs. (Tel: 061 633 6421. Telex: 666367); Cochrane's Wharf, Cargo Fleet, Middlesbrough, Cleveland TS3 6AW (Tel: Middlesbrough 242641. Telex: 58305).

**Activities:** Stockholding and import/export.

**Products handled:** Steel primes and seconds.

**Jayex Sales Ltd**

**Head office:** 248 Willesden Lane, London NW2 5RE. **Tel:** 01 459 1839. **Telex:** 8955360 jayex g. **Cables:** Salejay London NW2.

**Management:** V. Jain (managing director), S. Jain (director and company secretary), A. Jain (director). **Trading personnel:** V. Jain (steel and automotive parts), S. Jain (steel). **Established:** 1968. **Capital:** £52,000 (employed). **Ownership:** Private (V. Jain, S. Jain and M. Jain).

**Activities:** Import, export, representation; stocks not carried.

**Products handled:** All types of steel—plates, bars, reinforcing steel, tubes, special steels, wire, rounds, galvanized flat and corrugated sheets. Also automotive components.

**Members of:** British Export Houses Assn., London Chamber of Commerce, Anglo-American Chamber.

**A. Johnson & Co (London) Ltd**

**Head office:** Aldwych House, Aldwych, London WC2B 4EL. **Tel:** 01 404 0755. **Telex:** 8952161 ajco uk. **Cables:** Agenticum London.

## UNITED KINGDOM

**A. Johnson & Co (London) Ltd** *(continued)*

**Management:** J. G. Mardon (managing director), E. N. Chippendale (commercial director). **Trading personnel:** J. R. Blackburn (sales manager, metals department). **Established:** 1916. **Capital:** Authorised: £1 million. Issued: £500,000. **Ownership:** A. Johnson & Co HAB†, Sweden. **Subsidiary & associates:** George Meller Ltd (suppliers of machinery and equipment to the process industries), Hammond Engineering Ltd (compressor and blower manufacturers), Barker Hammond Ltd (production engineering).

**Activities:** Trading and manufacturing.

**Products handled:** Stainless steel plates, sheets, forgings, tubes, electrodes, wire and rod, valves and pipe fittings, pickling paste; carbon, alloy and stainless dished ends; stainless and alloy steel press plates. Also titanium plates, sheets, wire, forgings, welded tubes, bars and tubes.

**Companies represented on agency basis:** Including Avesta Jernverks AB, Sweden (stainless steel plates, sheets, forgings, pipes, electrodes and wire, press plates, valves and pipe fittings, pickling paste); Björneborgs Jernverk AB, Sweden (carbon and stainless steel forgings, also black and rough machined solid shafting); Rautaruukki Oy, Finland—Ylivieska Works (steel girders and beams), Halikko Works (dished ends); Johnson Tube BV, Netherlands (stainless steel welded tubes and pipes); Motala AB, Sweden (crankshafts and hollow shafting).

**Joint Material Services Ltd**

**Head office:** 28 High Street, Winslow, Bucks., MK18 3HF. **Tel:** 029671 2968 and 2638. **Telex:** 837130 jomase g.

**Management:** Kenneth J. Jones (director), Jean R. Jones (company secretary and accounts), J. N. J. Lund (commercial executive). **Trading personnel:** K. J. Jones (commercial policy), J. N. J. Lund (general trading in all fields). **Established:** 1971. **Capital:** £999. **Ownership:** Kenneth J. Jones and Jean R. Jones. **Subsidiary & associates:** Intermarkett, UK (a division of Joint Material Services Ltd).

**Activities:** Merchants and importers.

**Products handled:** Steel, aluminium and brass tubes.

**Kanematsu-Gosho Ltd**

**Address:** Moor House, 119 London Wall, London EC2Y 5HX. **Tel:** 01 628 7901. **Telex:** 8811607. **Cables:** Kanegold London.

**Management:** K. Hata (general manager), T. Dohi (assistant general manager).

**Trading personnel:** H. Kuwahata (manager, ferrous department), Miss C. Whitley.

**Ownership:** Kanematsu-Gosho Ltd†, Japan. **Branches:** Worldwide.

**Activities:** Worldwide import/export.

**Products handled:** Alloy steel bars and tubes, forgings and castings, pipe fittings, valves, flanges, HR plates and sheets, CR coils and sheets, bars and shapes, wire rods and wire, stainless steel products, stainless steel pipes and tubes, prefabricated steel products, fabricated steel structures and bridges.

**Keith, MacAllister & Co Ltd**

**Head office:** 14 Mount Row, Berkeley Square, London W1Y 5DD. **Tel:** 01 493 9583-4. **Telex:** 261607 abacon.

**Management:** K. Martin Hoxter (managing director), G. I. D. Hoxter (director and secretary). **Trading personnel:** K. Martin Hoxter (minerals and foundry supplies), H. E. Turkheim (steel, steel products and oil field supplies), J. C. Primmer (perlite consultancy). **Established:** 1908. **Capital:** £15,000 paid-up. **Ownership:** See management. **Subsidiary & associates:** Perlite Consultants Ltd.

**Activities:** Exporters of construction steel, oil field supplies and foundry supplies; importers of minerals and oil field supplies; consultants to perlite industries.

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## UNITED KINGDOM

**Kings Lynn Steel Co Ltd**

**Head office:** Bentinck Dock, King's Lynn, Norfolk. **Tel:** 0553 61341. **Telex:** 81447.

**Management:** E. Lundgaard (chairman), R. W. Leon (managing director), P. L. Key (commercial director), R. W. Alderman (director), C. Platou (director), L. M. Sanders (company secretary). **Trading personnel:** A. C. Widger (associate director, works), T. A. G. Stromeyer (associate director, sales), M. E. Conway (general manager).

**Established:** 1969. **Ownership:** Elkem, Norway (50%). **Branches:** Station Road, Whittlesey, Nr. Peterborough, Cambs.

**Activities:** Stockists, suppliers to the construction industry of steel reinforcement.

**Products handled:** HR deformed high yield reinforcing bars, mild steel reinforcing bars, high tensile welded fabric.

**Companies represented on agency basis:** Elkem, Norway covering UK.

**Klöckner Steel Co Ltd**

**Head office:** 54 Grosvenor Street, London W1X 0EU. **Tel:** 01 491 7726. **Telex:** 21708. **Cables:** Klocksteel.

**Management:** W. von Moltke (managing director), W. Koehler (sales director), L. A. Hall (secretary). **Trading personnel:** R. Disch (CR and HR sheets and plates), W. Neumann (stainless, alloy and carbon bars, billets and CR strip), J. Devereaux (structural steels and tubular products), H. Brockfeld (forgings). **Established:** 1961. **Capital:** £50,000. **Ownership:** Private. **Subsidiary & associates:** Klöckner-Werke AG through Klöckner & Co, West Germany (CR and HR strip mill products; plates; structural steels; tubular products; stainless, alloy and carbon bars; wire and wire products; heavy forgings).

**Activities:** Export/import, merchant, works' agent.

**Products handled:** CR and HR strip mill products; plates; structural steels; tubular products; stainless, alloy and carbon bars; wire and wire products; heavy forgings.

**Companies represented on agency basis:** For the UK and Irish Republic—Klöckner & Co, West Germany (product range same as listed under Products handled); Klöckner-Werke AG, West Germany (through Klöckner & Co).

**Knight Strip Metals Ltd**

**Head office:** Knuway House, Cranborne Road, Potters Bar, Herts., EN6 1JF. **Tel:** Potters Bar 50251. **Telex:** 25934. **Cables:** Knistrip Potters Bar.

**Management:** B. W. Knight (chairman and joint managing director), R. C. Stephenson (joint managing director and sales director), R. W. Shapton (works director), A. W. Day (company secretary), D. Howden (sales office manager), B. Bunday (purchasing manager). **Trading personnel:** D. Howden, B. Bunday. **Established:** 1940. **Capital:** £50,000. **Ownership:** Private. **Subsidiary & associates:** Precision Metals NV, Belgium; Knight Precision Wire, Potters Bar.

**Activities:** Stockholders, distributors, import/export, processors and manufacturers.

**Products handled:** Stainless steel, spring steel, mild steel. Also beryllium copper, phosphor bronze, nickel and nickel alloys, titanium, wire.

**Companies represented on agency basis:** Teledyne Rodney Metals, USA (strip and foil—stainless steel, super alloys, copper/nickel alloys, titanium alloys, low carbon steel); J. N. Eberle & Cie, West Germany (carbon steel); Lee Steel Strip Ltd (stainless steel strip).

**Members of:** National Assn. of Steel Stockholders.

**Krupp Steel Co Ltd (formerly Fortuna Special Steel Co Ltd)**

**Head office:** Speedwell Industrial Estate, Staveley, Nr. Chesterfield, Derbys., S43 3JW. **Tel:** 024 687 2171. **Telex:** 54349.

**Management:** Managing director—D. J. Wilson (British). Directors—M. Littlewood (British), R. Bauerschmidt (German), H. Lessing (German), F. Fischer (German), K. C.

## UNITED KINGDOM

**Krupp Steel Co Ltd** (continued)

Hübner (German). **Trading personnel:** R. W. Lane (product manager, alloy and carbon steels), K. Heinze (product manager, mild steels), K. E. Suddens (sales representative, Midlands area), W. P. Methven (sales representative, London—South/South East). **Established:** 1958. **Capital:** £50,000 (issued and authorised). **Ownership:** Krupp Stahl AG, West Germany.

**Activities:** Importers and special steel stockholders.

**Products handled:** Stainless steel, heat resisting steels, tool steels, alloy steels, mild steel and special steels in plates, sheets, strip in coil, wire rods, billets, bars and forgings.

**Kubach & Sambrook Ltd**

**Head office:** Clock House, Cowfold, West Sussex. **Tel:** 040386 651. **Telex:** 87261.

**Cables:** Kusam Horsham.

**Management:** H. G. L. Sambrook (managing director), G. Skinner (sales manager).

**Established:** 1910. **Capital:** £71,000. **Ownership:** H. G. L. Sambrook and Mrs. I. A. Sambrook. **Subsidiary & associates:** Kubach & Sambrook Metals Ltd (iron and steel and non-ferrous metals), H. G. L. Sambrook & Co Ltd (machinery and machine tools).

**Activities:** Import/export, no stocks.

**Products handled:** Merchant steel (angles, channels, joists, etc.), ship plates, wire mesh.

**Lagan Valley Steels Ltd**

**Head office:** 223 Moira Road, Maze, Lisburn, Co. Down, N. Ireland. **Tel:** Maze 621751. **Telex:** 747708.

**Management:** T. H. Baxter (chairman), T. Anderson (managing director), D. M. Baxter

# Metallurgical Plantmakers of the World



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## UNITED KINGDOM

**Lagan Valley Steels Ltd** *(continued)*

(company secretary). **Trading personnel:** G. Bainbridge (sales manager), B. Snowdon (sales), Wm. Davis (sales). **Established:** 1976. **Capital:** £100,000 (issued), £50,000 (fully paid). **Ownership:** T. H. Baxter, T. Anderson, D. M. Baxter and W. G. Baxter.

**Activities:** Import/export, stocks held at own warehouse.

**Products handled:** All strip mill products (i.e. HR, CR and galvanized sheets), angles, flats, joists, beams, channels, galvanized and black tubing, hollow sections, galvanized corrugated sheets.

**L. W. Lambourn & Co Ltd**

**Head office:** Carolyn House, 26 Dingwall Road, Croydon, Surrey, CR9 3EE. **Tel:** 01 686 9031. **Telex:** 949979. **Cables:** Lambournco Cro.

**Management:** L. W. Lambourn (chairman), G. Lambourn (director), T. W. Williams (director), R. G. Tozer (secretary). **Trading personnel:** T. W. Williams (Africa and Middle East), P. M. Cottingham (Caribbean). **Established:** 1950. **Capital:** £500,000 paid-up. **Ownership:** Private.

**Activities:** Export merchants and works' agents.

**Products handled:** Steel sheets, plates, sections, bars, wire and wire products, tubes.

**Leopold Lazarus Ltd**

**Head office:** Gotch House, 20-34 St. Bride Street, London EC4A 4DL. **Tel:** 01 583 8060. **Telex:** 24801. **Cables:** Orminlaz London.

**Established:** 1907. **Ownership:** Asoma—The Lissauer Group.

**Activities:** General traders in steel, steel scrap, pig iron, ferrous and non-ferrous ores and concentrates, standard and high temperature alloys, major and minor metals, chemicals, etc.

**Products handled:** All finished and semi-finished steel products.

**Leacop Ltd**

**Head office:** End House, Church Crescent, London N3 1BH. **Tel:** 01 346 5824.

**Cables:** Leametcop.

**Management:** W. D. Denison (managing director), C. Denison (director). **Trading personnel:** W. D. Denison (international sales promotion and purchase). **Established:** 1944. **Capital:** £1,000. **Ownership:** Shareholders are above mentioned directors.

**Subsidiary & associates:** A number of subsidiary and associated companies which do not deal in steel.

**Activities:** Steel exporters; also import.

**Products handled:** Every type of steel in the form of billets, wire rods, plates, sheets, strip, steel wire, joists, channels, etc. Specialities—alloy, tool steels and steel for the automotive and aircraft industry.

**Leng, Roberts & Co (London) Ltd**—see Leng, Roberts & Cia  
(Ventas) SA, Argentina**Logan & Allan Ltd**

**Head office:** Millcroft Road, Shawfield Industrial Estate, Rutherglen, Glasgow G73 1UW. **Tel:** 041 647 9995. **Telex:** 778320. **Cables:** Latt G Glasgow.

**Management:** J. S. Brown and H. Brodie (directors). **Trading personnel:** J. S. Brown (ferrous scrap, ferro-alloys), H. Brodie (steel, refractory materials), C. J. Walker (steel).

**Established:** 1921. **Capital:** £16,500. **Ownership:** Tennant Trading Ltd, UK.

**Activities:** Import/export, stocks carried.

**Products handled:** Prime and second choice qualities—angles; beams and columns; flats; IPE and IPN; RSJ's; plates; HR, CR and galvanized sheets and coils.



## UNITED KINGDOM

**London & Overseas Supplies**—(Registered trading name of Acdoltan Ltd)

**Head office:** 78 Buckingham Gate, London SW1E 6PE. **Tel:** 01 222 0491-2, 01 222 5335. **Telex:** 919644 landos g.

**Management:** Francis R. O. Foa (managing), Hilda D. Foa (secretary), Mrs. Barbara M. Stephenson (director), W. Robert Teale (sales manager), Barbara Carty (sales assistant).

**Established:** 1972. **Capital:** £1,000 (fully subscribed). **Ownership:** Private, Francis R. O. Foa. **Subsidiary & associates:** Landosteel Ltd (registered subsidiary, not trading). **Branches:** Associates—Madrid, Houston, Rotterdam, Milan, Tokyo, Durban.

**Activities:** Supply service to oil industry and associated companies, worldwide; also to civil and mechanical engineering companies of steel—steel tubes and fabricated steel in carbon, alloy and stainless.

**Products handled:** All refinery, pipe line and exploration equipment including capital equipment.

**Companies represented on agency basis:** Including Driessen Buizen BV, Netherlands (fully owned subsidiary of Thyssen Steel, West Germany).

**Members of:** Middle East Assn., London Chamber of Commerce.

**P. MacCallum & Sons Ltd**

**Head office:** MacCallum House, 20 Baker Street, Greenock, PA15 4TZ. **Tel:** Greenock 20401. **Telex:** 777740. **Cables:** MacCallum Greenock.

**Management:** P. M. Lang (managing director), J. Macdonald (export director), R. L. V. Fulton (director and secretary). **Trading personnel:** W. Graham (stockholding manager), A. McQuarrie (sales), D. Mackinnon (sales). **Established:** 1781. **Ownership:** Private.

**Activities:** Steel stockholders and merchants, export/import, stocks carried.

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## UNITED KINGDOM

**P. MacCallum & Sons Ltd** (*continued*)

**Products handled:** Specialists in the supply of shipbuilding materials—comprehensive stocks of plates and sections (including bulb flats) to Lloyds' Grade 'A' with test certificates; complementary range of light bars and sections; also sheets, bright steel, tubes and RH sections.

**Members of:** National Assn. of Steel Stockholders, Scottish Steel Stockholders Assn.

**Macedonia Steel Ltd**

**Head office:** Kingsway House, 103 Kingsway, London WC2B 6QX. **Tel:** 01 405 5812-3. **Telex:** 22723, 268314.

**Management:** N. Nikiforovski (managing director), V. Sukarov (director and company secretary), Z. Simonovski (director), A. Nacevic (director). **Trading personnel:** V. Sukarov (non-ferrous metals), Z. Simonovski (steels), A. Nacevic (ferro-alloys). **Established:** 1971. **Capital:** £8,000. **Ownership:** Shareholders—Steelworks of Skopje, Yugoslavia. Zinc & Lead Smelter (Zletovo), Yugoslavia. Jugohrom—Jegunovce, Yugoslavia (ferro-alloy producer). Feni—Kavadarci, Yugoslavia (producer of ferro-nickel). Tehnometal-Makedonijat, Yugoslavia (trading company).

**Activities:** Import/export, no stocks carried.

**Products handled:** Products of the shareholders.

**Machinery & Civil Eng. Products Ltd** (Trading as Mace Products)

**Head office:** Brent Wharf, High Street, Brentford, Middx. **Tel:** 01 560 0722. **Telex:** 264001. **Cables:** Ricsteel Hounslow, Ricsteel London.

**Management:** F. J. Merritt (managing director), A. L. Young (export and sales director), V. Merritt (administration director). **Trading personnel:** Mr. Bird (home trade sales). **Established:** 1964. **Capital:** £40,000. **Subsidiary & associates:** Mace Products (Swindon). **Branches:** Swindon.

**Activities:** Exporters and stockists.

**Products handled:** Rolled steel products, anchor bolts, structural fabrications, pipe supports.

**Members of:** National Assn. of Steel Stockholders.

**Macpherson Exports Ltd**

**Head office:** 678 High Road, Finchley, London N12 9PT. **Tel:** 01 445 4561. **Telex:** 24431. **Cables:** Pearlite London N12.

**Management:** P. Horton, G. S. Horton and P. J. Malins (directors). **Trading personnel:** See management. **Established:** 1961. **Capital:** £2,000. **Ownership:** See management.

**Activities:** Stockists and exporters of stainless steel semis.

**Mannesmann Supplies & Services Ltd**

**Head office:** Linguaphone House, Beavor Lane, Hammersmith, London W6 9AR. **Tel:** 01 741 1633. **Telex:** 262791, 28871. **Cables:** Mannex London W6.

**Management:** H. J. Jaeger (managing director), K. A. H. Ehrke (sales director), H. G. Lauterbach (company secretary). **Trading personnel:** T. Tucker, R. Lawrence, K. Flader, J. James, M. Quinn. **Established:** 1948 (in the name of Mannex London Ltd).

**Ownership:** Mannesmann Handel AG†, West Germany.

**Activities:** Import as well as export to third countries ex Germany.

**Products handled:** Pipes and rolled steel products, line pipe, oil country tubular goods. Also special machinery and industrial equipment.

**Companies represented on agency basis:** Mannesmann group of companies, West Germany for all business handled in or through UK.

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Tel: 01-405 5065/6/7/8. Telex: 27312 a/b Montor G  
Cables: Montoremel London

## UNITED KINGDOM

**Alexander Marcar & Co Ltd**

**Head office:** Marcar House, Parkshot, Richmond-upon-Thames, London TW9 2RJ.  
**Tel:** 01 940 8201. **Telex:** 28128. **Cables:** Marcasteel Richmond.

**Management:** Stephen Marcar (director), Ken Carruthers (senior executive). **Trading personnel:** J. Hutchinson, A. J. B. Graham, J. Wyatt and H. Moore (stainless steels and commercial steels). **Established:** 1947. **Capital:** £50,000. **Subsidiary & associates:** Marcar Steel & Engineering Export Ltd† and Marcar Steel & Engineering Ltd, UK.

**Activities:** Agents.

**Products handled:** Stainless steel and special steels, extruded and HR steel sections, cold formed sections, electrical steels, forgings and castings. Also railway rolling stock, copper furnace parts, machine tools, engineering products, rolls for rolling mills. Tyre protection chains, slewing rings, rotary distributors, drive and drive steering axles, trailer axles and couplings, profiled steel tube.

**Companies represented on agency basis:** Including Krupp Stahl AG, West Germany; Eisen und Drahtwerk Erlau AG, West Germany; Hermann Forster AG, Switzerland; Hoesch Werke Hohenlimburg Schwerte AG, West Germany; Stahlwerke Ergste GmbH & Co KG, West Germany.

**Marcar Steel & Engineering Export Ltd**

**Head office:** Marcar House, Parkshot, Richmond-upon-Thames, London TW9 2RJ.  
**Tel:** 01 940 8201. **Telex:** 28128. **Cables:** Marcasteel Richmond.

**Capital:** £25,000.

**Activities:** Supplies within the UK and exports to third countries.

All other details same as Alexander Marcar & Co Ltd.

**Marubeni Corp**

**Address:** New London Bridge House, London Bridge Street, London SE1 9SW. **Tel:** 01 407 8300. **Telex:** 883633-4, 886021. **Cables:** Marubeni London SE1.

**Marubeni Europe BV—see Netherlands****J. M. J. Maus Ltd**

**Head office:** 6-10 Tudor Road, Hampton, Middx., TW12 2NQ. **Tel:** 01 979 0201-8. **Telex:** 929805. **Cables:** Hicbat Hampton.

**Management:** G. O. I. Hollings (chairman and managing director), A. B. Johnson (director, engineering equipment sales), M. J. P. Hollings (director, raw material sales).

**Trading personnel:** A. Clayton (plant sales), W. Johnson, K. A. Perrins (wire industry sales), I. A. Stephen (petro-chemical and automotive industries sales). **Established:** 1928 (limited 1951). **Ownership:** Private.

**Activities:** Import/export; works agents; stocks carried by principals in West Germany.

**Products handled:** High and low carbon, alloy, stainless, special and coated steels in following forms—CR strip, cold and hot extruded sections, forgings and castings, rails, wire and wire rod, bar precision (bright and black), mesh, tube, pipe and pipe fittings, clad plates, dished and flanged ends. Also rolling mill rolls, equipment for steel and non-ferrous industries (including rolling and drawing), steel specification cross-reference guide (Stahlschlüssel), titanium.

**Companies represented on agency basis:** Various subsidiaries of Fried Krupp GmbH, West Germany including divisions of Krupp Stahl AG, Krupp Stahlexport GmbH, Krupp Industrie & Stahlbau GmbH.

**Members of:** International Steel Trade Assn.

**DO NOT FORGET** to look in Late Notes for late entries and amendments



## UNITED KINGDOM

**Mercian Steels Ltd**

**Head office:** Park Lane, Oldbury, Warley, West Midlands, B69 4LA. **Tel:** 021 552 5032. **Telex:** 337408.

**Management:** D. E. Byner (chairman), K. J. Westmacott (director), C. W. Price (director and secretary). **Trading personnel:** R. J. Pheasant (general manager).

**Established:** 1974. **Capital:** £100. **Ownership:** Wholly-owned subsidiary of Charles Wade & Co Ltd.

**Activities:** Importer, exporter and stockholder of prime and secondary steels.

**Products handled:** Plates, strip mill products, sections, reinforcing bars, bright and free cutting steels a speciality.

**Merton Metals Ltd**

**Head office:** Merton House, Victoria Road, Farnham, Surrey, GU9 7RD. **Tel:** 722382, 723081-2. **Telex:** 858669.

**Management:** Archie L. S. Parfect (managing director), John J. Tyler (director/company secretary), V. R. Parfect (director). **Trading personnel:** Anne MacDonald. **Established:** 1971. **Capital:** £5,000. **Ownership:** Archie L. S. Parfect.

**Activities:** Stockholders and importers.

**Products handled:** Mild steel plates, sheets and sections.

**Members of:** International Steel Trade Assn.

**Metal Enterprises & Co (London) Ltd**

**Head office:** 2 Grosvenor Gardens, London SW1W 0DH. **Tel:** 01 730 6134-6. **Telex:** 916475. **Cables:** Metentco London SW1.

**Management:** A. D. Besser (managing director), T. Warren (director), A. Patrick (Midlands office manager). **Established:** 1953. **Subsidiary & associates:** Associated companies in Paris, Zürich, South Africa, New York, New Orleans. **Branches:** Midlands office—Tel: 09073 79053. **Telex:** 338442.

**Activities:** Import/export, stockholders and mill agents.

**Products handled:** HR and CR strip in coils and cut lengths; HR, CR, galvanized, electro-galvanized coils and sheets; bars; sections; plates; tubes.

**Companies represented on agency basis:** Agencies for HR strip and electro-galvanized sheets and coils.

**Minerva Steels Ltd**

**Head office:** Station Buildings, Great North Road, East Finchley, London N2 0NW. **Tel:** 01 883 0053-4. **Telex:** 262731.

**Management:** Directors—R. W. Jasper, P. Winterflood, S. P. Winterflood.

**Established:** Minerva Steels 1972. Cannon Steels 1959. **Capital:** Minerva Steels: £10,000. Cannon Steels: £10,000. **Ownership:** Wyndham Belvedere Management.

**Subsidiary & associates:** Associated—Cannon Steels Ltd, Station Buildings, 1 High Road, East Finchley, London N2 0NW (stockholders and traders in all steel products).

**Activities:** Import/export, stocks carried.

**Products handled:** Merchant bars; heavy sections; reinforcing bars; hollow sections; plates; HR, CR and galvanized sheet and coil.

**Members of:** International Steel Trade Assn.

**Mitsubishi Corp**

**Address:** Bow Bells House, Bread Street, London EC4M 9BQ. **Tel:** 01 236 2060.

**Telex:** 888251. **Cables:** Mitsubishi London EC4.

**Management:** T. Yamada (manager).

## UNITED KINGDOM

**Mitsui & Co Europe Ltd**

**Address:** Temple Court, 11 Queen Victoria Street, London EC4N 4SB. **Tel:** 01 600 1777. **Telex:** 888171, 885531. **Cables:** Mitsui London EC4.

**Mitsui & Co Ltd, London Branch**

**Address:** Temple Court, 11 Queen Victoria Street, London EC4N 4SB. **Tel:** 01 600 1777. **Telex:** 888171, 885531. **Cables:** Mitsui London EC4.

**Molycut Fine Steels Ltd**

**Head office:** 12-22 Bullock Street, Nechells, Birmingham B7 4DY. **Tel:** 021 359 7373-4. **Telex:** 339822.

**Management:** Peter C. Glass (chairman and managing director), Harry A. Aspley (sales director), Bernard J. Johnson (sales manager). **Trading personnel:** P. Glass (special items), B. Johnson (outside sales), H. Aspley and Miss D. Wood (internal sales).

**Established:** 1977/78. **Capital:** £5,000. **Ownership:** Molycut Holdings Ltd, UK. **Subsidiary & associates:** Molycut Engineering Services Ltd (cutting service), Omeran Tools Ltd (tool dealership company).

**Activities:** Import/export, stocks carried.

**Products handled:** High speed steel, tool steel, alloy steels.

**Companies represented on agency basis:** Midland agents for Skinner Steels/Aciéries de Champagnole, France (high speed steel); sole UK agents for Schmolz & Bickenbach, West Germany (tool steel).

**MTL Metaco Trading Ltd**

**Head office:** 2 London Wall Buildings, London Wall, London EC2M 5PS. **Tel:** 01 588 5276. **Telex:** 887330 talco g. **Cables:** Metlon London EC2.

**Management:** Directors—A. Shashua (managing), G. Fokschaner, A. M. D. Lewis, D. M. Wooldridge. **Trading personnel:** A. Shashua, A. M. D. Lewis. **Established:** 1976 (previously metals department of Overseas Commodities Ltd, established 1957).

**Capital:** £350,000. **Ownership:** Associated company of Overseas Commodities Ltd.

**Activities:** Import and export of steel products on a principal to principal basis.

**Products handled:** Billets, rebars, wire rods, HR coil/sheet/plates, CR coil/sheet, galvanized coil/sheet, merchant bars and profiles, sheet piling, tinplate.

**Members of:** International Steel Trade Assn.

**Murray International Metals Ltd**

**Head office:** Burnhouse Works, Camps Industrial Estate, East Calder, Scotland. **Tel:** 0506 881111. **Telex:** 727317. **Cables:** Mims Edinburgh.

**Management:** David Murray (managing), James McDonald (financial), Thomas Jack (works). **Trading personnel:** Pat Boyle, Ronnie Inglis, Ken Cockburn and Derek Young (plates and sections); John Pattison and Phil Sinclair (tubular products). **Established:** 1974. **Capital:** £100,000. **Ownership:** David Murray. **Subsidiary & associates:** Murray Steel Sheet (sheet shearers and stockholders), Multimetals Ltd (non-ferrous stockholders), Metallurgical Testing Services (test house), Northern Surplus Steelstock (re-usable steels). **Branches:** Newbridge, East Calder, Kirknewton, Livingstone and Bells Quarry, Scotland.

**Activities:** Import/export; 15,000 tonnes steel plate, sections, tubes in stock.

**Products handled:** Oil related high yield steels, 43A-50D plates and sections, X52 pipes.

**Nichimen Europe BV, London Branch**

**Address:** Winchester House, 77 London Wall, London EC2N 1BP. **Tel:** 01 628 7601. **Telex:** 8811225-9. **Cables:** Nichimen London.

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Stockists of BS 4360 Grade 50D plate including Thru-Thickness (impact tested @ minus 60 deg. C—min 35 joules) Grade 50B and Grade 43A plate, BS 4360 Grade 50D Sections. Also the only stock in the U.K. of API 5L Grade X52 Linepipe normalised and impact tested (at both minus 30 and minus 50 deg. C—min 27 joules). API 5L Grade B and ASTM A 106 Grade B Linepipe.



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INTERNATIONAL  
METALS LIMITED**

Burnhouse Works, Camps Industrial Estate, Kirknewton,  
Nr Edinburgh

Telephone 0506-881111 Telex 727317 Telecopier 0506-881250

## UNITED KINGDOM

**Robert Nicholas (Steels) Ltd**

**Head office:** Canal Road, Frizinghall, Bradford BD2 1AU, West Yorks. **Tel:** 0274 593131. **Telex:** 517589 rnsbfd.

**Management:** Paul N. Leadbeater (chairman), Edward A. Foy (managing director), Julia M. Leadbeater (commercial), Norman Cooper (executive). **Trading personnel:** Edward A. Foy and Paul N. Leadbeater (steel import/export). **Established:** 7 years (1980). **Capital:** 20,000 (£1 issued share capital). **Ownership:** Private (P. N. Leadbeater majority shareholder). **Subsidiary & associates:** Robert Nicholas (Burnley) Ltd, Burnley; G.A. Steelstock Ltd, Halesowen; Clvde Steel Ltd†, Coatbridge and Metimpex Ltd (steel stockholders). Yorkshire Steel Shearers Ltd, Bradford and Ballachree Ltd, Bradford (steel processors).

**Activities:** Steel importers and stockholders; stocks carried—merchant bars, rebars, steel plates, structural sections.

**Nissho-Iwai Co Ltd**

**Address:** Bastion House, 140 London Wall, London EC2Y 5JT. **Tel:** 01 628 6030.

**Telex:** 885881-4, 884155, 888029, 883692, 8812545, 8812533, 887922 nic ld g.

**Cables:** Nisshoiwai London EC2.

**Norsk Jernverk (UK) Ltd**

**Head office:** Nicholson House, Maidenhead, Berks., SL6 1LJ. **Tel:** 0628 29323-4.

**Telex:** 848801 njverk g.

**Management:** Directors—Torr Naess, Kaare Saxvik, Lars Augestad. **Trading personnel:** Michael Nash and John Chadwick. **Established:** 1969. **Capital:** £1,000.

**Ownership:** Wholly-owned subsidiary of A/S Norsk Jernverk, Norway. **Subsidiary & associates:** Norsk Jernverk (BRD) GmbH†, Mülheim, West Germany (sister company).

**Activities:** Primarily import agency, also carrying stocks. Import, export and trading in iron and steel products.

**Products handled:** Semis, light and heavy sections (metric sizes), reinforcing bars, wire rods, round and square bars, tinplate and semi-processed electrical steel. Main area covered: UK.

**Companies represented on agency basis:** A/S Norsk Jernverk, Norway; A/S Norsk Jernverk Blikkvalseverket, Norway.

**Members of:** International Steel Trade Assn.

**Norton, Megaw & Co Ltd**

**Head office:** 17 Grosvenor Hill, London W1X 9HG. **Tel:** 01 499 9901-4. **Telex:** 884256. **Cables:** Megaw London.

**Management:** J. B. Rathbone (chairman and managing director), P. K. Walker and C. E. Pepper (directors), T. E. Kemp (director in Rio de Janeiro for Brazil), M. A. Azevedo (financial director, Brazil). **Trading personnel:** Paulo L. de Paixao (Lisbon, Portugal), E. L. French (Santiago, Chile), T. E. Kemp and M. A. Azevedo (Rio de Janeiro, Brazil), J. de Souza (São Paulo, Brazil), C. J. Raymundo (Porto Alegre, Brazil), F. D. Leach (Santos, Brazil). **Established:** 1870. **Capital:** £30,000. **Ownership:** A British company with branches in various parts of the world. **Subsidiary & associates:** Arnold, Rathbone & Co Ltd (shipping agents and co-ordinators). **Branches:** Vital Brazil, Av. Marechal Floriano 19, 10th Floor, C.1.001 Rio de Janeiro, Brazil; Av. Ipiranga 318, São Paulo, Brazil; Praca Maua 29, Santos, Brazil; Rua Octavio Rocha 115, Porto Alegre, Brazil; Av. Providencia 1998, Oficina 307, Santiago 9, Chile; Edificio Aviz 35, 3rd Floor, Avenida Fontes Pereira de Melo, P 1000 Lisbon, Portugal; Interco, Apartado 6-969, Mexico 6, DF (associate).

**Activities:** Export agency; co-ordinators and confirming house for foreign companies in London.

**Products handled:** Shipbuilding steel; semis—beams and joists; plates; heavy sections; permanent way materials; reinforcing materials; light bars and sections; piling



**UNITED KINGDOM****Norton, Megaw & Co Ltd** (*continued*)

products; wire rods; railway materials; carbon, alloy and stainless steels; narrow strip; strip mill products; tinplate products. Areas covered: Brazil, Chile, Portugal.

**Companies represented on agency basis:** British Steel Corp (Exports) Ltd, UK; Firth Brown Ltd, UK; Midland Rollmakers Ltd; R. B. Tennent Ltd; Hadura Products Ltd.

**Okura & Co Ltd**

**Address:** Lee House, London Wall, London EC2Y 5AJ. **Tel:** 01 606 2487. **Telex:** 883798, 885470. **Cables:** Okura London EC2.

**O.M.V. International Ltd**

**Head office:** 10 Cross Street, Basingstoke, Hants., RG21 1DQ. **Tel:** 0256 66641, 0256 29645-6. **Telex:** 858526.

**Management:** H. J. Ekberg (chairman, Swedish), E. J. Wikjander (Swedish), A. H. Stone (managing). **Established:** 1972. **Capital:** £100. **Ownership:** Nyby-Uddeholm AB, Sweden. **Subsidiary & associates:** Nyby-Uddeholm Stainless Ltd, Birmingham.

**Activities:** Import.

**Products handled:** Stainless steel heat exchanger tubes. Also stainless steel fabrications and titanium fabrications.

**Companies represented on agency basis:** Nyby-Uddeholm AB, Sweden (heat exchanger tubes and special steels).

**Kurt Orban (UK) Ltd**

**Head office:** 35 Addisland Court, Holland Villas Road, London W14 8DA. **Tel:** 01 603 5026, 01 602 2030. **Telex:** 883201, 883205 att. F. C. Ritscher (strabul london). **Cables:** Orban Lon London W14.

**Management:** F. C. Ritscher (managing director, UK resident). **Trading personnel:** See management. **Established:** 1968. **Capital:** £1,000. **Ownership:** Kurt Orban Co Inc, USA. **Branches:** Worldwide.

**Activities:** Industrial importers and exporters. Service centres in New Jersey, Illinois, Texas, California, Chicago, New Jersey, North Brunswick.

**Products handled:** Carbon wire products, flat rolled products, wire rods and bars, stress relieved strand for prestressed concrete, tubular products, tyres, metal products (i.e. strip, wire, tubing, plate sheets, and precision rolled strip in stainless, aluminium, etc.), steel products (carbon, alloy, specially stainless), clad metals, electronics oriented. Area covered: Worldwide.

**Companies represented on agency basis:** Thinsheet Metals Co, USA (copper alloys, alloy stainless steels, nickel and nickel alloys); Atlantic Wire Co, USA.

**Members of:** American Institute for Imported Steel Inc.

**Pechiney Ugine Kuhlmann Ltd**

**Head office:** 359-361 Euston Road, London NW1 3AW. **Tel:** 01 388 3191. **Telex:** 262053.

**Management:** Chairman—M. Simmonard. Directors—B. Lonjon (managing), G. Azambre, P. J. Brown, R. McVey, J. Williams. **Trading personnel:** I. T. Collins and C. Newman (Ugine-Gueugnon—flat rolled stainless sheets, coils and plates), Mrs. C. Staffell (Ugine Aciers—stainless and alloy bars, wire rods), J. Sheldon (Vallourec—seamless and welded stainless and heat resisting tubes and pipes, tin/lead coated and uncoated mild steel precision strip). **Established:** 1927. **Capital:** £600,000.

**Ownership:** Wholly-owned subsidiary of Pechiney Ugine Kuhlmann, France. **Subsidiary & associates:** Almet Stockholders Ltd (wholly-owned subsidiary).

**Products handled:** Flat rolled stainless sheets, coils and plates; stainless and alloy bars, wire rods; seamless and welded stainless and heat resisting tubes and pipes; tin/lead coated and uncoated mild steel precision strip.

## UNITED KINGDOM

**Pechiney Ugine Kuhlmann Ltd** (*continued*)

**Companies represented on agency basis:** Ugine-Gueugnon, France (flat rolled stainless sheets, coils and plates); Ugine Aciers, France (stainless and alloy bars, wire rods); Vallourec—Usines à Tubes de Lorraine-Escaut et Vallourec Réunion, France (seamless and welded stainless and heat resisting tubes and pipes, tin/lead coated and uncoated mild steel precision strip).

## **Petrobras Comércio Internacional SA—Interbras, UK Branch**

**Address:** The London International Press Centre, 76 Shoe Lane, 13th Floor, London EC4. **Tel:** 01 353 9081-7.

**Management:** Joseph M. Tutundjian (general manager), Mauro Sampaio (commercial manager), Simon Munro Kerr (commercial consultant). **Trading personnel:** Mauro Sampaio, Simon Munro Kerr. **Established:** 1976.

**Activities:** International import/export trading company.

**Products handled:** Steel slabs, ingots, blooms, billets, bars, wire rods, wire, angles, beams, channels, joists, tees, rolled steel sheets and coils, tinplate sheets, galvanized sheets and coils, tubes, alloy steel, steel grinding balls, pig iron (foundry, steel making and nodular), ferro-alloys, silicon metal, natural quartz, etc., nickel, tin ingots and tubes, bauxite, aluminium ingots, copper metal and concentrates, tantalite, manganese ore, coal, coke, other non-metallics.

## **Pipes Plus Ltd**

**Head office:** 33 Tatton Court, Kingsland Grange Industrial Park, Woolston, Warrington WA1 4RR. **Tel:** 0925 822000. **Telex:** 629386. **Cables:** Piplus.

**Management:** G. R. Poole (managing director), G. Cook (director, company secretary).

**Trading personnel:** J. Biggs (office manager, desk sales), H. Taylor (general sales manager, field sales), T. Rist (contracts manager, contractor sales). **Established:** 1977. **Capital:** £100,000 (authorised), £30,000 (issued). **Ownership:** Private.

**Activities:** Stockholders and distributors of stainless steel and high nickel alloy pipe, fittings and flanges. Exporters and importers of these products.

**Products handled:** Stainless steel seamless and welded pipes, seamless and welded butt weld fittings and flanges. Also high nickel alloy pipe, fittings and flanges.

**Companies represented on agency basis:** Oy Ja-Ro Ab, Finland (sole UK agency for welded stainless steel pipe to ASTM specifications).

**Members of:** Council of British Manufacturers of Petroleum Equipment.

## **Primary Industries (UK) Ltd**

**Head office:** 29 Mincing Lane, London EC3R 7EU. **Tel:** 01 626 4383, 01 626 4741. **Telex:** 885016. **Cables:** Primind London.

**Management:** Directors—M. Shaw (managing), P. K. Petersen (imports into UK), B. B. Pritchard (East European trading), P. M. Saiman (steel exports), A. S. B. Singer (East European trading), M. E. Brown (non-ferrous). **Trading personnel:** P. S. Everett (East Europe), R. D. MacBryde (Middle East), P. C. Torr (UK imports), A. Ward (UK imports).

**Established:** 1920 (name changed from Lonconex 1979). **Capital:** £500,000 (authorised and paid-up). **Ownership:** Primary Industries Corpt, USA. **Subsidiary & associates:** Primary Industries Corpt, New York (steel and non-ferrous trading);

Primary Steel Inc, New York (steel and non-ferrous trading); Primary Export Corp, New York (steel and non-ferrous trading); Primary Industries Trading GmbH, Düsseldorf (steel and non-ferrous trading); Primary Steel SA, Brussels (steel trading); Primary Industries Trading SA, Fribourg, Switzerland (steel and non-ferrous trading); Primary Industries (Far East) Corpt, Tokyo (steel and non-ferrous trading); Primary do Brasil, Rio de Janeiro (steel and non-ferrous trading); Primary Steel (Nigeria) Ltd, Lagos (steel trading); Primary Industries (Middle East) Corp, Tehran (steel and non-ferrous trading); Industrias Primary CA, Caracas (steel trading). Also offices in Washington, USA and New Delhi and Bombay, India.

**Activities:** International steel and non-ferrous trading. Import/export.

**UNITED KINGDOM****Primary Industries (UK) Ltd** *(continued)*

**Products handled:** Pig iron, sponge iron, steel semis, HR coil and plates, cold reduced and galvanized sheets and strip, tinplate and electrical sheets, wire rods, merchant bars and rebars, scaffolding and gas and water tubes, API pipe and casing.

**Companies represented on agency basis:** Tôleries Delloye-Matthieu SA, Belgium (electro galvanized sheet) covering UK; Ferromet, Czechoslovakia (scaffolding tubes) covering UK and Irish Republic; Duport Steels Ltd, UK (sales to USSR).

**Members of:** International Steel Trade Assn.

**Production Stainless Steels Ltd**

**Head office:** Chelford, Macclesfield, Cheshire SK11 9BD. **Tel:** 0625 21900. **Telex:** 668906.

**Management:** J. D. Richardson (managing director), B. M. Stead (commercial director). **Trading personnel:** David Middleton, Peter Lynch. **Established:** 1965.

**Capital:** £25,000. **Ownership:** Production Steel & Metals Group, UK. **Branches:** Mere Court, Chelford; Crest House, Brown Street, Renfrew, Scotland.

**Activities:** Import/export; stocks carried of stainless steel sheets, coil, plates, etc.

**Products handled:** Stainless steel, low carbon, cobalt controlled qualities in plates, sheets, coil, sections, bars, tubes, pipes and flanges.

**Production Steel Bar Supplies Ltd**

**Head office:** Palmers Road, Redditch, Worcs., B98 0RF. **Tel:** Redditch 25815. **Telex:** 336787.

**Management:** D. F. Boadella (managing director). **Established:** 1975. **Capital:** £20,000. **Ownership:** Production Steel & Metals Group, UK.

# WESSEX STEEL COMPANY LTD

**IMPORTERS – EXPORTERS – STOCKISTS  
WE ARE TRADERS IN:**

Merchant Bars  
Wide Flange Beams  
Rolled Steel Joists – Channels  
Floor Plate – Plain Plate  
Hollow Section  
Gas – Water Tube  
Semis  
Wire Rods  
Reinforcing Bars  
Sheet: Galvanized – Cold  
Rolled – Hot Rolled

**Address:**  
Wessex House  
Station Parade  
Balham High Road  
London SW12 9AZ  
**Tel:** 01-675 5331/8  
**Telex:** 946875

## UNITED KINGDOM

**Production Steel Bar Supplies Ltd** (*continued*)**Activities:** Export/import; stockholding.**Products handled:** Black and bright bars, mild steel and alloy steel.**Production Steel Supplies Ltd****Head office:** Chelford, Macclesfield, Cheshire, SK11 9BD. **Tel:** 0625 21900. **Telex:** 668906. **Cables:** Promet.**Management:** P. R. Gale (managing director), D. J. Pearson (deputy managing director). **Established:** 1964. **Capital:** £50,000. **Ownership:** Production Steel & Metals Group. **Subsidiary & associates:** Central Steels Ltd, Leeds (stockholding); Production Steel Bar Supplies Ltd, Redditch (black and bright bars, stockholding); Mitre Metals Ltd, Uddens Trading Estate, Wimborne, Dorset. **Branches:** PO Box 1, Bridgnorth, Salop.**Activities:** Import/export; steel stockholding; decoiling, slitting, shearing, circling, etc.**Products handled:** CR coils and sheets, galvanized, electro zinc, terne coated, aluminized, prepainted sheets and coil.**Companies represented on agency basis:** Armco Ltd, UK (aluminized coil and sheets); Sté Etiram-Gravigny (EG), France (CR narrow strip; low, medium and high carbon; hot dipped tinned and terne prepainted).**Production Steel Tubes Ltd****Head office:** Chelford, Macclesfield, Cheshire, SK11 9BD. **Tel:** 0625 21900. **Telex:** 668906. **Cables:** Promet.**Management:** A. O'Neill (deputy managing director), J. G. Scott (sales director).**Trading personnel:** R. P. Alcock. **Established:** 1966. **Capital:** £10,000.**Ownership:** Production Steel & Metals Group, UK. **Subsidiary & associates:** Production Steel Tubes (Southern) Ltd (tube stockholders). **Branches:** Palmers Road, Redditch; High Street, Bridgnorth; High Street, Rickmansworth; Renfrew, Scotland.**Activities:** Import/export; stockholders.**Products handled:** Seamless steel tubes; welded and seamless stainless tubes, pipes and fittings; welded and welded and drawn steel tubes.**Queenborough Steel Co Ltd****Head office:** Aries House, Flackwell Heath, Bucks. **Tel:** 06285 29234. **Telex:** 847986.**Management:** P. M. K. Ellerton (chief executive), R. J. C. Hill (chairman), L. C. K. Kelly (director), O. Bonfond (Belgian director), J. Boël (Belgian director), S. J. Murphy (secretary). **Trading personnel:** Leonard R. King (sales manager), David Bartram, Peter Wilding, James E. S. Wilson. **Established:** 1974. **Capital:** Authorised: £200,000. Issued: £70,000. **Ownership:** Jointly by Usines Gustave Boël SA and Helical Bar Ltd.**Activities:** Agency.**Products handled:** HR, CR and galvanized sheets, plates and coils; heavy and boiler plates; wire rod.**Companies represented on agency basis:** Usines Gustave Boël SA (UGB), Belgium; Fabrique de Fer de Maubeuge (FFM), France; and SA Fabrique de Fer de Charleroi, Belgium covering UK and Irish Republic.**Members of:** International Steel Trade Assn.**Raunaq International Ltd****Address:** 44 Russell Square, London WC1. **Tel:** 01 580 3864, 01 637 5861. **Telex:** 22495 raunaq g. **Cables:** Raunaq London WC1.**Management:** H. S. Chauhan (manager, steel). **Trading personnel:** See management. **Established:** 1972. **Subsidiary & associates:** Part of a diversified industrial complex—Raunaq Enterprises in India. Bharat Steel Ltd, Apollo Tubes Ltd, Bharat



**UNITED KINGDOM****Raunaq International Ltd** *(continued)*

Gears Ltd, Apollo Tyres Ltd and Universal Steel & Alloy Ltd are large production units. There are smaller units engaged in hotels, seafood, consultancy, construction, international trading, etc., with offices in all leading cities of India and foreign offices in UK and Iraq, and associates in Hong Kong.

**Activities:** Import/export.

**Products handled:** Steel tubes, hollow sections, reinforcing bars and flat rolled products. Also clothing, seafood, building materials, etc.

**Members of:** International Steel Trade Assn., UK and practically all Indian associations dealing in steel in India.

**W. G. Readman Ltd**

**Head office:** Cochranes Wharf, Cargo Fleet, Middlesbrough, Cleveland, TS3 6AW. **Tel:** 242641. **Telex:** 58305. **Cables:** Redsteel Mbro.

**Management:** W. G. Readman (managing director), R. A. B. Bottomley, J. B. Wilson.

**Trading personnel:** W. G. Readman (prime steel and scrap), R. W. Readman (scrap cargoes), A. O'Malley (scrap cargoes). **Established:** 1966. **Capital:** £100,000.

**Ownership:** Subsidiary of Industrial Specialty (Iron & Steel) Ltd, UK. **Subsidiary & associates:** Teesside Profilers Ltd (profilers of mild and stainless steel), Teesside Tubes Ltd (stockholders of tubes, prime and second-hand).

**Activities:** Import/export of prime steel and steel scrap.

**Products handled:** Steel plates, sections and tubes.

**Members of:** International Steel Trade Assn., British Scrap Federation.

**Reynolds European (London) Ltd**

**Head office:** 10 Grosvenor Gardens, London SW1W 0DH. **Tel:** 01 730 7295. **Telex:** 912500.

**Management:** K. Kaasila (chairman, Finland), C. Sherwood (managing director), J. Honkasalo (director, Finland), J. Hakkarainen (director, Finland). **Trading personnel:** R. R. Farnham (marketing manager). **Established:** 1961. **Capital:** £2,100.

**Ownership:** Subsidiary of Outokumpu Oy, Finland.

**Activities:** Marketing and importing into the UK of Outokumpu products.

**Products handled:** Austenitic stainless steel plates, sheets and coils (50-1525 mm widths, 0.50-8.00 mm gauges); charge grade ferro-chromium. Also copper and copper alloy semis, electrolytic nickel, SHG and HG zinc, cadmium, cobalt, selenium, copper and nickel electroplating supplies. Area covered: UK market only.

**Companies represented on agency basis:** Outokumpu Oy, Stainless Steel Division, Finland. Reynolds acts for Outokumpu in the UK market only. Enquiries from other markets should be directed to Outokumpu, Tornio.

**RGB Stainless Ltd**

**Head office:** James Watt Industrial Park, Rabone Lane, Smethwick, Warley, West Midlands, B66 2JZ. **Tel:** 021 558 3111. **Telex:** 339567 rgbwar g.

**Management:** Directors—D. R. Teece (managing), J. D. Humphrey (financial), N. W. Munslow (purchasing), G. Thomas (sales). **Trading personnel:** D. M. Shough (chief buyer), C. A. Price (sales manager, tubular products), G. M. Jebbett (sales manager, flat rolled products and bars). **Established:** 1967. **Capital:** £100,000. **Ownership:** Derby & Co. **Subsidiary & associates:** Associates—RGB Pipelines Ltd (stockholders—carbon steel tubes, pipes, fittings and flanges), Charles Wade & Co Ltd (stockholders—carbon steel sheets, plate bars and sections). **Branches:** MFW Division, Tanhouse Industrial Estate, Widnes, Cheshire, WA8 0SL (Tel: 051 424 6251. Telex: 627303); Eaglescliffe Industrial Estate, Durham Lane, Stockton-on-Tees, Cleveland, TS16 0PN (Tel: 0642 782774. Telex: 58154); 8-10 Stamford Hill, London N16 (Tel: 01 806 1155-8. Telex: 268411); 72 Spiersbridge Road, Thornliebank, Glasgow (Tel: 041 638 6444. Telex: 778641).

## UNITED KINGDOM

**RGB Stainless Ltd** (continued)

**Activities:** Import and export of stainless steel with large stocks in UK.

**Products handled:** Stainless steel tubes, pipes, fittings, flanges, sheets, plates, bars and hollow bars.

**Companies represented on agency basis:** Kobe Steel Ltd, Japan (stainless steel seamless tubes and pipes); Nippon Benkan, Japan (buttweld fittings); Avesta Jernverks AB, Sweden (stainless steel welded pipes, ANSI sizes).

**Members of:** National Assn. of Steel Stockholders.

**Marc Rich & Co Ltd**

**Head office:** 49 Wigmore Street, London W1H 9LE. **Tel:** 01 935 4455. **Telex:** 21223-4.

**Robern (Steels & Alloys) Trading Ltd**

**Head office:** 6th Floor, Venture House, 90 Regent Street & 29 Glasshouse Street, London W1R 5PA. **Tel:** 01 439 9871. **Telex:** 299294.

**Management:** P. S. Robinson (chairman), B. Rathaus (director), K. Freeman (managing director), G. Ortuzar, J. E. Towler (director), J. E. Raill (finance director), E. Aharoni (company secretary). **Trading personnel:** J. Hill (director, trading carbon steel).

**Established:** 1977. **Ownership:** P. S. Robinson and B. Rathaus (private). **Subsidiary & associates:** Robern Steels Ltd†, UK; Robern International Inc†, USA; Robern Steels & Alloys (Midland) Ltd, UK; Falcon Steels Ltd, UK.

**Activities:** Import/export; stocks carried.

**Products handled:** All steel products including semis.

**ROBERN (STEELS & ALLOYS) TRADING LIMITED**  
**INCORPORATING ROBERN STEELS LIMITED**  
**ROBERN STEELS NORTH LIMITED**  
**ROBERN (STEELS & ALLOYS) MIDLANDS LIMITED**  
**FOR ALL STAINLESS, CARBON & ALLOY STEELS**

**Products include:**

Sheets, Coils, Plates, Bars, Tubes, Billets, Pipe & Fittings,  
 Wire & Wire Rod, Alloy Steels, Galvanized products, Semis,  
 Hot & Cold Rolled Strip, and Zintec Coils.

**Sole Agents for:**

Terminoss Acciai Inossidabili Spa,  
 Sias Acciai Spa, (Valve Steels & Stainless Billets)

**For further information please contact:**

**Robern (Steels & Alloys) Trading Limited,**  
**29 Glasshouse Street,**  
**London W. 1.**  
**Telex: 299294**

**Robern Steels (North) Limited,**  
**Barkers Pool House,**  
**Burgess Street,**  
**Sheffield S12 8HF.**  
**Telex: 547703**

**For:**

Bar, Billet, Wire & Wire Rod, Alloy Steel.

**Directors:**

P. S. Robinson – Chairman  
 K. Freeman – Managing Director

B. Rathaus (U.S.), J. E. Raill (Finance)

**London:**

G. A. Ortuzar, J. E. Towler, J. Hill, K. Faulkner,  
 B. J. O'Dell.

**Directors (North):**

P. S. Robinson (Chairman)  
 J. Bamforth (Managing)  
 K. Freeman  
 S. L. Nicklin



## UNITED KINGDOM

**Robern Steels Ltd**

**Head office:** 6th Floor, Venture House, 90 Regent Street & Glasshouse Street, London W1R 5PA. **Tel:** 01 439 9871. **Telex:** 299294.

**Management:** P. S. Robinson (chairman), D. V. Ford (company secretary), K. Freeman (managing director), G. Ortuzar, Miss J. E. Towler. **Trading personnel:** K. Faulkner (stainless steel products), J. Hill (carbon steel products). **Established:** 1977. **Capital:** £100,000. **Ownership:** B. Rathaus and P. S. Robinson. **Subsidiary & associates:** Robern (Steels & Alloys) Trading Ltd, UK (carbon steel products); Falcon Steels Ltd, UK (carbon steel products); Robern Steels (Northern) Ltd, UK (bars and billets); Robern Trading BV, Netherlands. **Branches:** Barkers Pool House, Burgess Street, Sheffield.

**Activities:** Import/export; stocks carried.

**Products handled:** All steel products.

**Companies represented on agency basis:** Terninox Acciai Inossidabili SpA, Italy (stainless steel); Sias—Stà Italiana Acciai Speciali pA, Italy (valve steel).

**Röchling-Stahlexport GmbH**

**Address:** London liaison office—58-59 Great Marlborough Street, London W1V 1DD. **Tel:** 01 734 4766-8. **Telex:** 28864 trated g.

**Management:** W. H. Matthias, D. F. Heinen. **Subsidiary & associates:** Röchlingstahl GmbH, Völklingen (Saar), West Germany; Forges et Aciéries Röchling-Burbach Secosar Aciers fins et spéciaux, Paris; SA Les Aciers Fins de la Sarre, Liège; Röchlingstahl AG, Zürich; Acciai Röchling della Saar SpA, Milan; Aceros Roehling SA, Barcelona; Röchling Steel Inc, Whitestone, NY, USA; Ing. André Duchscherf, Luxembourg; Hamel Metaal BV, Diemen, Netherlands; A. B. Pegol, Gothenburg; Ing. J. d'Arriaga de Tavares, Lisbon; Gebr. Röchling Eisen-handelsgesellschaft KG, Ludwigshafen, West Germany; Artewek GmbH, Cologne; Forges et Aciéries Röchling-Burbach Favosar Acier Thomas, Paris; TradeArbed France SA, Paris; TradeArbed, Luxembourg; Forges et Aciéries Röchling-Burbach Favosar Profilés à froid, Paris; Forges et Aciéries Röchling-Burbach Rayosar, Paris.

**Activities:** Import into the UK.

**Products handled:** Special steels.

**Russell, Marshall & Co Ltd**

**Head office:** 415 Royal Exchange, Manchester M2 7EW. **Tel:** 061 832 4798. **Telex:** 669010. **Cables:** Rusmarsham Manchester 2.

**Management:** Mrs. J. M. Tucker (chairman), B. E. Jeffery (managing director), P. J. Field (financial director), T. D. Tucker (secretary). **Trading personnel:** See management. **Established:** 1921. **Capital:** £2,000. **Ownership:** Private. **Subsidiary & associates:** Grange Wire Processors Ltd (merchants, suppliers and exporters of mills' surplus stocks of steel wire (all kinds) and wire products).

**Activities:** R. M. & Co—steel and general (builders) export merchants. Grange—merchants, suppliers, exporters and stockholders.

**Products handled:** R. M. & Co—structural steelwork; reinforcing bars, mesh, etc.; prestressed concrete wires, etc.; all wire products. Grange—steel wire (all kinds), wire products.

**RW Tubes Ltd**

**Head office:** 148 Buckingham Palace Road, London SW1. **Tel:** 01 730 6144. **Telex:** 888885. **Cables:** Redlac Ldn.

**Management:** Directors—I. M. Brackenbury (chairman), T. G. Smith, J. McAuliffe, P. H. Watkins (secretary). **Trading personnel:** K. Foster and J. Watkins (sales executives). **Established:** 1975 successor to Rudolf Wolf (Steel Tubes) Ltd (Est. 1966). **Capital:** £30,000. **Ownership:** Wholly-owned subsidiary of Redlac Engineering group.

## UNITED KINGDOM

**RW Tubes Ltd** (*continued*)

**Activities:** Import/export agents and traders. Manufacturers of fabricated pipe and fittings.

**Products handled:** Carbon, alloy and stainless steel pipe, fittings, flanges, valves and ancillary products for oil and petrochemical industries. Supply to Europe, South East Asia, Middle East and Latin America.

**Sagma Ltd**

**Head office:** PO Box 15, Dorking, Surrey, RH5 6DW. **Tel:** 0306 81926-7. **Telex:** 859594. **Cables:** Sagmacar Dorking.

**Management:** A. T. Edwards (chairman), F. A. Edwards (director and secretary), R. T. Grant (director), H. T. Edwards (director). **Trading personnel:** R. T. Grant, H. T. Edwards (consultant). **Established:** 1930. **Capital:** £100,000. **Ownership:** H. T. Edwards (65%), A. T. Edwards (15%), F. A. Edwards (10%), R. T. Grant (10%). **Subsidiary & associates:** The Acetylene Corp of Great Britain Ltd (calcium carbide).

**Activities:** Stockholders and merchants (steel and calcium carbide); importers and exporters; warehouses—Liverpool, Scunthorpe and Immingham.

**Saltraco Ltd** (Name change—effective 1st October 1980—**Meridien Trade Corp Ltd**)

**Head office:** Excel House, 42 Upper Berkeley Street, London W1H 7PL. **Tel:** 01 723 1222. **Telex:** 8811365. **Cables:** Saltracom.

**Management:** J. E. Abels (managing director), G. A. Stratos (deputy managing director), J. P. Cockram (finance director). **Trading personnel:** J. E. Ursell, V. K. Nair and M. Simons (traders, steel department). **Established:** 1970. **Capital:** £1 million.

**Ownership:** Wholly-owned subsidiary of Saltraco Holdings Ltd. Ultimate holding company—ITM International SA, incorporated in Luxembourg. **Subsidiary & associates:** Hastand Ltd (international trade finance and confirming house), Minestone Ltd (international builders and civil engineers), Murley Agricultural Supplies Ltd (distributors of Ford and other agricultural equipment), Salcon Construction Ltd (building contractors), Mazembe Tractor Co (distributors of Caterpillar earthmoving equipment in Zambia). Many other companies involved in sales of motor vehicles, industrial equipment and building supplies in Africa as well as construction and engineering.

**Branches:** The Saltraco group has associates in Europe, Middle East, Africa, Asia and South America.

**Activities:** Saltraco is an international trading house (import/export) with a major division specialising in steel products. The company also offers financing and confirming facilities. No steel stocks carried.

**Products handled:** Mild steel reinforcing round bars/deformed bars, various qualities, commercial and tested; profiles—angles, channels, hoists, flats, etc.; mild steel plates; HR and CR sheets; corrugated sheets (plain and galvanized); pipes (ERW, seamless to BS, DIN and API specifications); hollow sections; wire rods; wire products.

**Members of:** London Chamber of Commerce.

**Salzgitter (London) Ltd**

**Head office:** Gable House, 14-16 Turnham Green Terrace, London W4 1QP. **Tel:** 01 995 4881. **Telex:** 935645 sthlon g. **Cables:** Salzgition.

**Management:** Heinz Montanus (chairman), Eberhard Stock (managing director), Detlef Blanck (director). **Trading personnel:** E. Stock (export/import), D. Ziulkowski and P. Meyer (import and re-export). **Established:** 1956. **Capital:** £5,000.

**Ownership:** Salzgitter Stahl GmbH, West Germany (owned by Stahlwerke Peine-Salzgitter AG (part of Salzgitter group of companies), wholly-owned by the West Germany state).

**Activities:** Export, import and re-export; no stocks carried.

**Products handled:** Pig iron, semis, rails and accessories, beams, channels, wide



## UNITED KINGDOM

**Salzgitter (London) Ltd** *(continued)*

flange beams, sheet piling, merchant bars, rebars, wire rods, steel strip, plates, universal mill plates, CR and HR coils and sheets, galvanized coils and sheets, alloy steel, bright drawn bars, wire and wire products, electrical steel sheets, plastic coated coils and sheets, seamless and welded tubes and pipes for all purposes, offshore material.

**Companies represented on agency basis:** Stahlwerke Peine-Salzgitter AG (P & S), West Germany.

**Members of:** International Steel Trade Assn.

**Samac International Ltd**

**Head office:** Station House, Harrow Road, Wembley, Middx., HA9 6EH. **Tel:** 01 903 5611. **Telex:** 923294. **Cables:** Samlux Wembley.

**Management:** K. H. Barany, Martin Verden and M. C. Weisselberg (directors), D. F. X. Clifton (secretary). **Trading personnel:** Mark Williams and John Peel (aluminium), David Cohen (steel exports), Julian Verden (steel domestic). **Established:** 1937.

**Capital:** £500,000 (paid-up). **Ownership:** Private. **Subsidiary & associates:** G. G. Gaston Ltd, Wembley (steel merchants); Trent Steelstock Ltd, Scunthorpe (steel stockholders); Samac (Australia) Pty Ltd†, North Sydney, Australia.

**Activities:** Import/export merchants.

**Products handled:** Plates (mild steel, boiler and shipbuilding), coils and sheets (HR, CR, galvanized), reinforcing rounds, wide flanged beams, joists, channels, angles, tees, flats and squares, black and galvanized wire, welded and seamless tubes, rectangular and square hollow sections, bright bars. Areas covered: Africa, Caribbean, North and South America, Far East, Australasia, UK, Irish Republic.

**Members of:** International Steel Trade Assn.

# SAMAC INTERNATIONAL LTD.

## STEEL MERCHANTS

SPECIALISING IN

Plates—Mild Steel, Boiler, Shipbuilding  
Coil and Sheet—Hot Rolled, Cold Reduced, Galvanised  
Reinforcing Rounds, W.F.B.'s, Joists, Channels,  
Angles, Tees, Flats and Squares.  
Black and Galvanised Wire.  
Gas List Tubes BS 1387 R.H.S.

STATION HOUSE, HARROW ROAD,  
WEMBLEY, MIDDX. HA9 6EH

Tel. 01-903 5611

Telex: 923294

Cables Samlux Wembley

## UNITED KINGDOM

**H. E. Samson Ltd**

**Head office:** Marlow Steel Works, Colnbrook, Bucks., SL3 0HL. **Tel:** Colnbrook 3131. **Telex:** 848444. **Cables:** Hesam Telex.

**Management:** H. E. Samson (chairman), F. D. Appelkans (director), D. G. Fletcher (director), R. Thomas (director). **Trading personnel:** C. Thurlow (sales controller), Mrs. R. Munjee (export/import controller). **Established:** 1951. **Ownership:** Private.

**Subsidiary & associates:** HES Stainless Ltd, Leeds (stockholding and sales of stainless steel, and mild steel sheets, plates, bars and tubes); Cottam Stainless Ltd, Sheffield (stockholding and sales of stainless steel, and mild steel sheets, plates, bars and tubes).

**Activities:** Export/import; stocks carried; processing centres.

**Products handled:** Mild steel strip mill products; stainless steel plates, sheets, bars and tubes; bright bars; spring washer wire and circlip wire; CR and HR strip.

**Members of:** International Steel Trade Assn., National Assn. of Steel Stockholders.

**Samsung UK Ltd**

**Head office:** Room 525, Victoria House, Southampton Row, London WC1. **Tel:** 01 831 6951-5. **Telex:** 25823, 264606. **Cables:** Samsung London WC1.

**Management:** M. S. Yu (managing director). **Trading personnel:** J. Y. Jeon (sales manager). **Established:** 1975. **Capital:** £50,000. **Ownership:** Samsung Co Ltd, South Korea. **Subsidiary & associates:** A member of Samsung group in Korea.

**Branches:** 35 offices of Samsung Co Ltd, worldwide.

**Activities:** Import/export.

**Products handled:** HR and CR sheet/coil, mild steel plate, galvanized sheet/coil, silicon steel, slab and billets, wire rod, bars and angles, tubes, fittings, iron castings, etc.

**Companies represented on agency basis:** Main Korean mills, worldwide.

**Sandton Steels Ltd**

**Head office:** Leeds House, High Street, Newcastle-under-Lyne, Staffs. ST5 1PS. **Tel:** 0782 623732. **Telex:** 36359. **Cables:** Sastls G.

**Management:** B. Simmonite (managing director), A. J. Stokes (commercial director). **Established:** 1977. **Ownership:** Private.

**Activities:** Stainless steel stockist; mill agent.

**Products handled:** Stainless steel plates (Southern Cross).

**Companies represented on agency basis:** Exclusive European agents for The Southern Cross Steel Co (Pty) Ltd, South Africa (stainless steel plates).

**Sandvik UK Ltd**

**Head office:** Manor Way, Halesowen, West Midlands, B63 8QZ. **Tel:** 021 550 4700. **Telex:** 336091.

**Management:** Bengt Olander (managing director), F. A. Jowett (marketing director, steel). **Trading personnel:** D. F. Cartwright (superstock sales manager), A. J. Eden (project group sales manager), P. O. Jansson (strip and wire sales manager). **Ownership:** Sandvik AB, Sweden. **Branches:** Feltham, Manchester, East Kilbride.

**Activities:** Import, export and stockholding.

**Products handled:** Stainless seamless and welded tubes and pipes, carbon and stainless hollow bars, round and flat solid bars, hydraulic cylinder tubes, stainless screwed and butt weld fittings, stainless flanges and couplings, stainless welding wire and electrodes, stainless plate manufactured to ASTM A240 and BS 1501, cutting to length, test certification.

**DO NOT FORGET** to look in Late Notes for late entries and amendments

## UNITED KINGDOM

**Scandia Steel Ltd**

**Head office:** 11th Floor, Berkshire House, Queen Street, Maidenhead, Berks., SL6 1NF. **Tel:** 0628 20242-3. **Telex:** 847644.

**Management:** L. O. Pegers (managing director), M. Lundgren (chairman). **Trading personnel:** Managers—C. M. Newman (product, heavy plates), G. Glaze (product, sheets and coil), J. C. H. Smale (product, shipbuilding sections and plates), W. Moulds (regional, Scotland). **Established:** 1973. **Capital:** £7,000. **Ownership:** Svenskt Stal AB (SSAB), Sweden. **Subsidiary & associates:** SSAB Svensk Stal A/St, Copenhagen; Scandia Steel Ltd, Glasgow, Scotland; Svenskt Stal A/St, Sandvika, Norway; Oy Svenskt Stal Ab, Helsinki; Scandia Steel SA, Neuilly-sur-Seine, France; Scandia Steel GmbH†, Düsseldorf and Hamburg; Svenskt Stal AB (SSAB), Sweden.

**Activities:** Steel import.

**Products handled:** Angles (equal/unequal), bulb flats, channels, CR coils and sheets, CR strip, flat and universal bars, heavy plates (6-200 mm), HR coils and plates, HR strip, light beams, Roloc (CR steel in special qualities), rounds, squares, universal plates, USP profiles.

**Members of:** International Steel Trade Assn.

**C. E. Schwarz (Iron & Steel) Ltd**

**Head office:** 5 London Wall Buildings, Finsbury Circus, London EC2N 9NT. **Tel:** 01 588 0646-8. **Telex:** 884526. **Cables:** Tartrasine London EC4.

**Management:** C. Schmeidler (managing director), L. Schmeidler (director), A. Cairns (director). **Established:** 1936.

**Activities:** Import/export.

**Products handled:** Iron and steel products.

**Members of:** International Steel Trade Assn.

**Shinsho Corp**

**Head office:** Chansitor House, 37-8 Chancery Lane, London WC2. **Tel:** 01 404 0533. **Telex:** 261468 shinko g.

**Management:** S. Ichinomiya (European representative), T. Minamisawa (assistant).

**Trading personnel:** See management. **Subsidiary & associates:** Shinsho Corp is a trading subsidiary of Kobe Steel which has more than 40 associated companies.

**Activities:** Trading liaison office, no stocks carried.

**Products handled:** Wire rods (cold heading wire). Also cold heading machines, valves, piping, pressure vessels, forklifts.

**Siderital Ltd**

**Head office:** 1 Great Cumberland Place, London W1H 7AL. **Tel:** 01 724 1444. **Telex:** 28697 sdrtal. **Cables:** Siderital Ldn.

**Management:** P. Grillo (managing director), R. Gough (general sales manager), G. Dogliotti (financial controller). **Trading personnel:** B. Jennings (flat rolled products, plates, bars); P. Graham, A. Moll and R. Newton (pipes, tubes, fittings, prefabrication). **Established:** 1975. **Capital:** £50,000. **Ownership:** Finsider International SA.

**Activities:** Import/export.

**Products handled:** HR and CR coil, galvanized coil, tinplate, plates, merchant bars, forging bars, wire rods, seamless and welded pipes and tubes (carbon, alloy, stainless, OCTG), fittings, prefabrication.

**Companies represented on agency basis:** UK distributors for—Italsider SpA, Italy (strip mill, plates, pipes); Dalmine SpA, Italy (tubes, pipes, fittings); Acciaierie di Piombino SpA, Italy (bars and rods); Deriver SpA (wire and nails).

## UNITED KINGDOM

**Sillavan Stainless Ltd**

**Head office:** Knights Pool, Windmill Street, Macclesfield, Cheshire. **Tel:** 0625 31331. **Telex:** 668363.

**Management:** G. Salisbury (general manager), D. Norris (sales executive). **Trading personnel:** See management. **Established:** 1978. **Ownership:** Leigh & Sillavan Group Ltd, UK. **Subsidiary & associates:** Associates—The Stainless Polishing Co Ltd, Bolton (sheet and plate mechanical polishers and shearers); Sillavan Turnbar Ltd, Warrington (centreless bar turners, grinders and reelers).

**Activities:** Stainless steel bar and sheet stockholders, processors and traders.

**Products handled:** Stainless steel bars, rounds, angles, flats and sheets. Also process plant includes turning, grinding, reeling, sawing (bar), guillotining, polishing, coating (sheet).

**Simms Steel Group**

**Head office:** Hull's Hill, Lisburn, Northern Ireland. **Tel:** 5151. **Telex:** 74018. **Cables:** Steel Lisburn.

**Management:** Directors—W. J. Maginnis (managing), H. D. G. Hewitt, C. B. McBurney, J. Mulholland, G. Lucas, F. C. Lowry, G. R. Armstrong, R. Dunsmore. **Trading personnel:** Directors—Mr. McBurney (purchasing), Mr. Lucas (sales), Mr. Hewitt (flat products). **Established:** 1851. **Ownership:** Private. Simms Steel Holdings Ltd (parent company). **Subsidiary & associates:** Garrett Simms Steel Ltd (steel stockholders), Gambles Metals Ltd (steel stockholders), Knockmore Engineering Ltd (engineering manufacturers).

**Activities:** Import/export; steel stockholder (stocks carried).

**Products handled:** Steel sections, flat products, wire, corrugated, cladding, bins, reinforcing.

**H. J. Skelton & Co Ltd**

**Head office:** 159-160 Temple Chambers, Temple Avenue, London EC4Y 0HP. **Tel:** 01 353 4711. **Telex:** 25718. **Cables:** Skeltonica London.

**Management:** Sam Sebba (chairman and managing director), Peter S. W. Fraser (director), Mark Sebba (director). **Trading personnel:** Sam Sebba and Geoff Richey. **Established:** 1883. **Capital:** Authorised: £100,000. Paid-up: £60,000. **Ownership:** Private. **Subsidiary & associates:** H. J. Skelton (Canada) Ltd†, Canada (trading in North America); R. A. Skelton & Co Steel & Engineering Ltd, UK (trading in Europe, Africa and Australasia).

**Activities:** Export agents for steel mills and engineering work based in the UK, South Africa and Canada to overseas markets.

**Products handled:** Carbon, alloy and stainless steel; HR billets and bars, structural sections, plates, rails, chain and fittings; marine and industrial hardware; castings, forgings, welded and seamless tubing; cold drawn bars and cold finished bars, tube/pipe mill spares. Specialities—structurals, plates, rails, extrusion press components, ring forgings, non-ferrous rods and tubes including phosphor bronze. Also rolls for ERW pipe/tube mills; railway rails, switches and crossings.

**Companies represented on agency basis:** See H. J. Skelton (Canada) Ltd.

**SKF Steel Ltd**

**Head office:** North Crawley Road, Newport Pagnell, Bucks., MK16 9HB. **Tel:** 0908 610083. **Telex:** 82336. **Cables:** Skefsteel Newport Pagnell.

**Management:** P. E. Tamm (managing director), J. L. Dickinson (board chairman), T. M. Lane (director), A. F. S. Westman (director), C. G. Verneris (director), M. J. Bird (company secretary). **Trading personnel:** Divisional manager—D. J. Bower (engineering products division); product marketing managers—G. C. Runacres (rings and tubes), R. Mason (bars), G. G. Dagleish (wire), B. S. Forester (strip and hydraulic products); field sales managers—W. D. Harris (steel), C. Hughes (machine tools), B. Terron (transmission and maintenance products). **Established:** 1964. **Capital:** £200,000.



**UNITED KINGDOM****SKF Steel Ltd** (*continued*)

**Ownership:** Wholly-owned subsidiary of SKF Steel, division of AB SKF, Sweden.

**Activities:** Basically imports products from parent company's mill in Sweden, stocks are carried; also imports machine tools, power transmission coupling products, bearing maintenance products.

**Products handled:** Steel tubes (mechanical, bearing, axle, oil industry, etc.), bars (alloy, carbon, ground, chromium plated, etc.), wire (drawn and wire rod), rings (rolled and forged), strip (CR, hardened and tempered, etc.). Also centreless grinders, grinding machines, twist drill grinders, couplings, etc.

**Companies represented on agency basis:** SKF Steel, Sweden (special steels) covering UK.

**Special Alloys (Northern) Ltd**

**Head office:** Greasbrough Road, PO Box 1, Rotherham S60 1RW. **Tel:** 0709 73914. **Telex:** 54622. **Cables:** Specialloy.

**Management:** Brian V. Stacey, Brian Ackroyd and Victor Jacques (directors). **Trading personnel:** Brian V. Stacey, Brian Ackroyd, Victor Jacques and Keith Howard (international and national). **Established:** 1971. **Capital:** £42,000. **Ownership:** See management. **Subsidiary & associates:** Zanite Ltd (titanium turnings processors and aluminium deoxydant manufacturers), S.L. & M. GmbH (German representatives, special steels, ferro-alloys, charcoal), Rancho Barbecue Ltd (charcoal and barbecues).

**Activities:** Merchants in special steel and alloy scrap and residues; also ferro-alloys, primary metals.

**Products handled:** Special steels. Also alloys containing nickel, cobalt, tungsten, titanium; ferro-alloys; aluminium deoxydants; primary metals.

**Members of:** British Secondary Metals Assn., Bureau International de la Récupération (BIR).

**Ivor Spry & Co Ltd**

**Head office:** Marwood House, 33 Colville Road, Acton, London W3 8BJ. **Tel:** 01 992 6533-6. **Telex:** 933625. **Cables:** Sprycos.

**Management:** A. Turner (director), D. J. E. Spry (executive). **Established:** 1950. **Capital:** £1,000 (nominal).

**Activities:** Import agents.

**Products handled:** Specialises in steel for cutlery industry (especially cutlery bevels).

**Companies represented on agency basis:** Acières de Bonpertuis, France.

**Square Grip International Ltd**

**Head office:** Kingsgate House, 66-74 Victoria Street, London SW1. **Tel:** 01 828 5515. **Telex:** 919369.

**Management:** D. R. Crick (chief executive), A. Dyer (sales), P. Hutchison (accountant), G. Canham (export manager). **Trading personnel:** Mrs. J. Montanaro (shipping), Mrs. G. Bell (sales). **Established:** 1975 (SG group 1934). **Capital:** £5,000.

**Ownership:** Wholly-owned subsidiary of Square Grip Ltd which in turn is wholly-owned subsidiary of the Transport Development Group, a publically quoted company in England and Australia. **Subsidiary & associates:** Square Grip Ltd (group administrator and holding company); Square Grip London Ltd (production of rebars); Square Grip Eastleigh Ltd (production of rebars and supplier of spacers couplers and dowel caps); Square Grip Western Ltd, Square Grip Midlands Ltd and Square Grip Northern Ltd (production of rebars); Square Grip Reinforcement Scotland Ltd (production of rebars and welded mesh); Weldgrip Ltd (production of welded mesh); Conobar Ltd (sales of prefabricated Ebea continuity strips).

**Activities:** Square Grip International is the export subsidiary of the Square Grip group; stocks are held by the Square Grip factories, and in addition supplies of rebars can be obtained completely independently of the group.

## UNITED KINGDOM

**Square Grip International Ltd** (*continued*)

**Products handled:** Square Grip twisted high yield reinforcing bars to BSS 4461 and Square Grip welded mesh to BSS 4483, high yield deformed and round mild steel reinforcing bars to BSS 4449, etc.

**Members of:** International Steel Trade Assn.

**Frank Stacey/Glynwed Steel Stockholding Ltd**—see  
Cashmores Stainless/Glynwed Steel Stockholding Ltd**Stainless & Alloy Steels Ltd**

**Head office:** Horton Close Industrial Estate, West Drayton, Middx., UB7 8EE. **Tel:** 08954 46431. **Telex:** 934855. **Cables:** Sas Ltd.

**Management:** R. W. Whitehead (managing director), A. J. Gillow (works director).

**Trading personnel:** E. G. Fawcett (commercial sales manager), J. F. Taylor (manager, aerospace division). **Established:** 1966. **Capital:** £1,000 (fully paid-up). **Ownership:** Amalgamated Industries Ltd. **Subsidiary & associates:** Northern Stainless Steel Ltd, Wednesbury, UK.

**Activities:** International traders, stockists and distributors of a wide range of ferrous and non-ferrous metals.

**Products handled:** Stainless steel rounds, hexagons, flats, angles, sheets, plates, tubes, fittings, profile cut blanks, bar sawn blanks, forgings, fasteners. Aerospace ferrous and non-ferrous grades released to CAA, MOD 05-31 and Rolls Royce standards.

**Members of:** National Assn. of Steel Stockholders.

**Starckjohann UK Ltd**—see Oy Starckjohann & Co Ab, Finland**The Steel Co of Canada (UK) Ltd**

**Head office:** 15 Berkeley Street, London W1X 5AE. **Tel:** 01 629 0508. **Telex:** 25697. **Cables:** Lonstelco London W1.

**Management:** Z. Mesrobian (chairman), W. Hausmann (director), D. J. Walster (managing director).

**Trading personnel:** R. A. Clode. **Established:** 1967. **Capital:** £10,000. **Ownership:** Stelco Inc Canada. **Subsidiary & associates:** Subsidiary—Can-Hamilton Trading Ltd (steel imports); associates—Stelco SA, Geneva; Stelco de Venezuela Srl, Caracas; Stelco do Brazil Ltda, São Paulo; Ubbelohde Stelco Sacir, Buenos Aires.

**Activities:** Mill representatives; importers and exporters of steel products.

**Products handled:** Semis, flat rolled steel including prepainted, wire rods, fasteners.

**Companies represented on agency basis:** Exclusive sales representatives in UK and Ireland for Stelco Inc, Canada (steel products).

**Members of:** International Steel Trade Assn.

**Steel & Metal Products Co Ltd**

**Head office:** 11-17 Paradise Road, Richmond, Surrey TW9 1SA. **Tel:** 01 948 4295-9. **Telex:** 8813537 smp lom. **Cables:** Culabano Richmond Surrey.

**Management:** K. H. Hinrichs and D. S. Jonas (directors). **Trading personnel:** D. S. Jonas (director, all steel products), R. H. Krieger (head of steel department, all steel products), A. Skinner (outside sales, steel department), J. E. Cubberley (head of non-ferrous department), K. Burman (sales, non-ferrous and electrical products).

**Established:** 1923 (limited 1939). **Capital:** £90,000. **Ownership:** Ferrostaal AG, West Germany (50%); Kabel- und Metallwerke, West Germany (50%).

**Activities:** Import and export on behalf of principals and independent trading.

**Products handled:** All steel products. Specialities—HR coils and stripmill products, rails and wire rods. Areas covered: Worldwide with emphasis on UK.

## UNITED KINGDOM

**Steel & Metal Products Co Ltd** (*continued*)

**Companies represented on agency basis:** Ferrostaal AG†, West Germany (most products, with emphasis on stripmill products and rails) covering UK and overseas; UK agent for Sté Métallurgique et Navale Dunkerque-Normandie, France (carbon steel wire rods for wire drawing, cold heading, high carbon wire and springs, etc.; angles, flats and bars).

**Steel Tube Services Ltd**

**Head office:** The Ridgeway Trading Estate, Iver, Bucks. **Tel:** 0753 653220. **Telex:** 848897 sts grp.

**Management:** R. H. Everett (chairman), J. R. E. Cardwell (managing director), G. Sulz (executive director). **Trading personnel:** C. Wells (buying director); P. B. Brown (sales director); C. Daly (sales office manager); N. Boatwain, Denise Jenkinson, P. M. Crayden, P. Darch, T. McClernon and Karen Wilkins (sales). **Established:** 1970. **Capital:** £30,000. **Ownership:** Private, see management. **Subsidiary & associates:** G. Sulz & Co Ltd†, East Grinstead (sole UK agents for Hoberg & Driesch GmbH, Düsseldorf, specialising in high grade pipes for the oil industry). **Branches:** Iver, East Grinstead and Cambridge; Belfast, Northern Ireland.

**Activities:** Import/export; stocks held at Iver.

**Products handled:** Carbon steel tubes (seamless and welded) to all specifications, size range 3/16" to 72" o.d. Specialising in thick wall machining tube, cold drawn seamless tube and API 5LX 52 pipe for oil industry. Areas covered: UK, Germany, France and Ireland.

**G. Sulz & Co Ltd**

**Head office:** The Market House, Cantelupe Road, East Grinstead, Sussex. **Tel:** 0342 27966. **Telex:** 95656.

**Management:** R. H. Everett (chairman), G. Sulz (managing director), J. R. E. Cardwell. **Trading personnel:** Gerhard Sulz and Mrs. Karin Wilkins (sales), Roger Ball (distribution and shipping). **Established:** 1974. **Capital:** £100. **Ownership:** Steel Tube Services Ltd†, UK.

**Activities:** Import/export; stocks held Iver, UK and Düsseldorf and Hamburg, West Germany.

**Products handled:** Tubes and pipes for the oil industry, specialising in API 5LX 52. Complete range of carbon steel tubes for the engineering industries.

**Companies represented on agency basis:** Hoberg & Driesch GmbH, West Germany.

**Sumitomo Corp**

**Address:** 107 Cheapside, London EC2V 6DQ. **Tel:** 01 283 2588. **Telex:** 887382 sumit g. **Cables:** Sumitomo London EC3.

**SWANSEA EXPORTERS (Metals) Ltd**

**WORLD-WIDE EXPORTERS AND IMPORTERS OF ALL  
FLAT ROLLED PRODUCTS AND WIRE**

**DECOILERS AND SUPPLIERS:** HOT ROLLED, COLD REDUCED  
GALVANISED SHEETS PRIMES AND SECONDS

**MANUFACTURERS:** GALVANISED CORRUGATED SHEETS PRIMES  
AND SECONDS

**Address:** 'Bryntywod', Llanyfelach, Swansea, West Glam, SA5 7LF  
**Telephone:** Swansea 73292. **Telex:** 48225. **Cables:** Exports Swansea

## UNITED KINGDOM

**Sumitomo Europe BV, London Office**

**Address:** Cayzer House, 2-4 St. Mary Axe, London EC3A 8BY. **Tel:** 01 283 6881-4.

**Swansea Exporters (Metals) Ltd**

**Head office:** Bryntywod, Llangyfelach, Swansea SA5 7LF, West Glamorgan. **Tel:** 0792 73292. **Telex:** 48225. **Cables:** Exports Swansea.

**Management:** E. W. Jones (managing director), C. G. Green (director), M. J. Barclay (director). **Trading personnel:** See management, trading in all areas. **Established:** 1972. **Capital:** £25,000. **Ownership:** Above mentioned directors 33⅓% each.

**Activities:** Home trade, import/export; substantial stocks carried.

**Products handled:** Sheets—CR, galvanized flat and corrugated and colour coated flat and corrugated; all types of wire.

**Tarmat Ltd**

**Head office:** 55 Whitehorse Road, Croydon, CR0 2JA. **Tel:** 01 689 8233, 01 689 9104. **Telex:** 945237 trametlon. **Cables:** Trametlon Croydon.

**Management:** N. G. Speechly (managing director), J. Speechly (company secretary).

**Trading personnel:** N. G. Speechly. **Established:** 1976. **Capital:** £5,000. **Ownership:** See management.

**Activities:** Import agency and international steel traders. No stocks held.

**Products handled:** UK agencies—flats, angles, metric channels, rounds, squares, hollow sections, bright bars, tubes, HR and CR sheets, second choice plates, rebars; international trading—as above plus billets, HR coil, wire products.

**Companies represented on agency basis:** Comasid International SpA, Italy (merchant bars); and Stahllex GmbH, West Germany (flat rolled products) covering UK.

**Members of:** International Steel Trade Assn.

**Tata Ltd**

**Head office:** 18 Grosvenor Place, London SW1X 7HS. **Tel:** 01 235 8281-7. **Telex:** 21501 tata london. **Cables:** Tatald London SW1.

**Management:** M.A.S. Dalal (managing director), A. B. McNair (director), M. M. Kalifa (secretary), W. Gould (manager, progress), V. A. Hasler (manager, shipping), K. J. Govewalla (manager, enquiry department). **Trading personnel:** See management. **Established:** 1907. **Capital:** £100,000. Issued and paid-up: £26,000. **Ownership:** Tata Sons Ltd, India. **Subsidiary & associates:** Ventduct, Maurice Temple Smith Book Production Ltd. **Branches:** No branches in London.

**Activities:** Chiefly purchasing agents for our associated companies in India, and any other form of trading import/export etc.

**Products handled:** Wide range of products for our associated companies in India who manufacture steel, cement, chemicals, textiles, hotel products, cosmetics, trucks, cranes, etc.

**Tennco Exim Ltd**

**Head office:** Kempson House, 35-7 Camomile Street, London EC3A 7AT. **Tel:** 01 283 9496-7. **Telex:** 885453.

**Management:** John F. Champagne Jr. (manager, London branch). **Established:** 1970. **Ownership:** C. Tennant Sons & Co of New York†, USA.

**Thames Steel & Equipment Ltd**

**Head office:** 85 Lynchford Road, Farnborough, Hants., GU14 6ET. **Tel:** 0252 49214. **Telex:** 858869.



**UNITED KINGDOM****Thames Steel & Equipment Ltd** (*continued*)

**Management:** D. E. Billington (chairman and director), S. J. Billington (company secretary and director). **Trading personnel:** See management. **Established:** 1968. **Ownership:** Private.

**Activities:** Steel merchants, both import and export; no stocks held.

**Products handled:** Mainly wire rod in coil, reinforcing bars, wire, billets.

**Thyssen Fine Steels Ltd**

**Head office:** Fine Steel House, Claypit Lane, West Bromwich, West Midlands, B70 9UN. **Tel:** 021 553 7531. **Telex:** 337755.

**Management:** A. L. M. Bakker (managing director), A. G. Bartram (financial manager and company secretary), K. G. Walters (sales manager). **Trading personnel:** K. G. Walters (sales manager). **Established:** 1977. **Capital:** £140,000. **Ownership:** Wholly-owned subsidiary of Thyssen Edelstahlwerke AG, West Germany.

**Activities:** Import/export, stocks carried.

**Products handled:** Tool and high speed steels, alloy steels, stainless and heat resistant steels. Also electrodes, welding and resistance wire, magnets, porous materials, castings, titanium, titanium carbide, bearing tubes and sintered products.

**Companies represented on agency basis:** Including Thyssen Edelstahlwerke AG (TEW), West Germany; Thyssen Giesserei AG, West Germany; Wälzlagerrohr AG (WRG), West Germany; Rostfrei Center Solingen GmbH.

**Thyssen Steel Ltd**

**Head office:** Steel and Pipe Division, 170 Piccadilly, London W1. **Tel:** 01 499 8108. **Telex:** 25 448.

**Management:** B. Relf and F. W. Kaemper (joint managing directors), M. Stein (company secretary). **Trading personnel:** M. Stein (flat rolled steel), R. Balton and T. Walker (tubes and pipes and accessories), V. Jones and T. C. Welch (offshore requirements), D. Leith (sections, semis, wire rods, wire products). **Established:** 1959. **Capital:** £100,000. **Ownership:** Thyssen Stahlunion GmbH, West Germany.

**Subsidiary & associates:** Technical Division, Wokingham, UK (forgings, castings, pressings, pumps, machinery, etc.); Bloag Ltd, Wokingham, UK (burners and radiators); Habag (London) Ltd, Wokingham, UK (general trading).

**Activities:** UK office of the Thyssen group.

**Products handled:** All rolled steel and pipe products—semis; HR, CR, galvanized, aluminized, electro zinc-coated coil, sheet and strip; medium and heavy plates; clad plates; alloy steels; merchant bars; sections; wire rods; wire products; welding electrodes; line pipe; casing; drill pipe; tubes and accessories; ductile iron pipe; offshore requirements; tubulars; sheet piling; etc.

**Companies represented on agency basis:** Thyssen Stahlunion GmbH, West Germany; Thyssen AG, West Germany; Thyssen Niederrhein AG, West Germany; Thyssen Draht AG; Thyssen Schalker Verein GmbH, West Germany; Mannesmannröhren-Werke AG, West Germany.

**Members of:** Anglo German Chamber of Commerce, London Chamber of Commerce, Westminster Chamber of Commerce.

**TI Export Ltd**

**Head office:** PO Box 356, 2 Broadway, Broad Street, Birmingham B15 1BN. **Tel:** 021 632 6188. **Telex:** 338031-4 tixprt. **Cables:** Britubex Birmingham.

**Management:** D. J. F. Burkin (managing director). **Trading personnel:** S. H. Bladder (Europe), M. W. Fisher (Americas), J. Gibson (East Bloc and Asia), C. D. Burton (purchasing). **Established:** 1924. **Capital:** £60,000. **Ownership:** Tube Investments Ltd. **Subsidiary & associates:** TI group companies, particularly those in steel tube division.

## UNITED KINGDOM

**TI Export Ltd** (*continued*)

**Activities:** Export sales and marketing organisation for the steel tube division of Tube Investments Ltd. Also trading in products not produced by TI companies.

**Products handled:** Carbon, alloy and stainless precision steel tubes, both welded and seamless; high pressure gas cylinders. Other ferrous and non-ferrous semi-finished products.

**Titan International Ltd**

**Head office:** Camelot House, 76 Brompton Road, London SW3 1HA. **Tel:** 01 584 6341. **Telex:** 22705 titan g. **Cables:** Titindus London SW3.

**Management:** H. J. Horrocks (managing), J. A. Siegel, E. M. Siegel, M. C. Wisbey.

**Trading personnel:** E. G. Bailey, L. A. Jennings, P. Irving, C. J. Spacey. **Established:** 1957. **Capital:** £250,000. Issued: £50,000. **Ownership:** The Titan Industrial Corp<sup>t</sup>, USA. **Subsidiary & associates:** Titan Acier France Sarl, France; Titan Stahlhandel GmbH, West Germany; Titan Italia SpA, Italy; Titan Industrial de España, Spain; Titan Acier SA, Switzerland; Titan Industrial Corp<sup>t</sup>, South Africa; Titan Industrial Corp, Taiwan; Tube & Steel of America.

**Activities:** International steel traders and stockists.

**Products handled:** Strip mill products, plates, tubes, merchant bars, oil well goods, etc.

**Companies represented on agency basis:** Dofasco—Dominion Foundries & Steel Co Ltd, Canada; A/S Sønnichsen Rørvalseværket, Norway; Den Elektriske Staalrørsfabrik A/S, Denmark; Sab Profile BV, Netherlands; SA Iton-Seine, France; Profilati a Freddo Brollo SpA, Italy.

**Members of:** International Steel Trade Assn.

**Tower Steel Ltd**

**Head office:** 39 Jermyn Street, London SW1Y 6DN. **Tel:** 01 439 8356. **Telex:** 22448. **Cables:** Towsteel London.

**Management:** E. A. Elgar and R. H. Lethbridge (directors). **Trading personnel:** K. J. Beckett (manager, Midlands office), R. S. Irving (southern area sales manager), W. G. Hodgkinson (manager, special steels division), A. L. Williams (export manager), T. Kowalczyk (import/domestic sales, London office). **Established:** 1972. **Ownership:** Tower Steel (Holdings) Ltd. **Subsidiary & associates:** Tower Machine Tools Ltd (distributors of Wiedemann Turret punch presses). **Branches:** Midlands office and warehouse—Gibbons Industrial Estate, Bean Road, Coseley, West Midlands (Tel: 09073 72926); southern sales office—Farnham, Surrey (Tel: 02527 21691); northern sales office (special steels)—Glossop, Derbyshire (Tel: 04574 5251).

**Activities:** Import/export, mill agents, stockholders.

**Products handled:** All steel products. Specialist items imported—steels for aerospace industry; stainless steels; tool, alloy and die steels. Mainly stockists of galvanized, CR and HR sheets and coils, merchant bars.

**Companies represented on agency basis:** Republic Steel Corp, USA (all products); Kind & Co Edelstahlwerk, West Germany (all products).

**Members of:** International Steel Trade Assn., London Chamber of Commerce, American Chamber of Commerce.

**Toyo Menka Kaisha Ltd**

**Head office:** 6th Floor, St. Alphage House, 2 Fore Street, London EC2Y 5DQ. **Tel:** 01 628 2591. **Telex:** 883713-4. **Cables:** Toyomenka London.

**Management:** T. Kita (general manager). **Trading personnel:** K. Tsudome (responsible for all metals and minerals), Y. Suzuki (minerals). **Established:** 1956.

**Capital:** Toyo Menka Kaisha Ltd<sup>t</sup>, Japan.

**Activities:** Import/export; import/export agency; stocks not normally carried.

**Products handled:** All kinds of steel products. Also raw materials. Areas covered: UK and Irish Republic.

## UNITED KINGDOM

## TradeArbed UK Ltd

**Head office:** 58-9 Great Marlborough Street, London W1V 1DD. **Tel:** 01 734 9445. **Telex:** 28864.

**Management:** A. B. P. Clasen (managing director). **Trading personnel:** G. W. Barnes and I. Davies (UK and Irish Republic), D. Gregory and P. Holman (export), R. Loutit and P. Gibson (Birmingham office; UK). **Established:** 1921. **Ownership:** Arbed SA, Luxembourg. **Branches:** Monaco House, Bristol Street, Birmingham B5 7AS (Tel: 021 622 4501. Telex: 338756).

**Activities:** Import/export agency.

**Products handled:** Rebars, wire rods, merchant bars, sections including wide flange beams, HR and CR strip, galvanized hoop, HR and CR sheet and coil, Zintec, plates, universal plates, galvanized sheet and coil, sheet piling, welded tubes, light rails, crane rails.

## Tradsteel Ltd

**Head office:** Brooks Place, Maidstone, Kent. **Tel:** 0622 671721. **Telex:** 965303. **Cables:** Tradsteel Maidstone.

**Management:** A. J. Littler (chairman and managing director), R. Meier (director). **Trading personnel:** A. J. Littler, R. Meier, J. Howes (sales manager, flat rolled), M. Ayling (sales manager, long products/exports), R. Wimhurst (Midlands area director, all products), P. Doman (Midlands area sales manager). **Established:** 1974. **Capital:** £50,000. **Ownership:** Private. **Subsidiary & associates:** Tradsteel Stockholders Ltd (domestic steel merchants and stockists), FMK Manufacturing Ltd (textile mechanical and electronic engineering products, manufactured and works agents, turnkey contracts), Corsemalzie House Hotel Ltd (sportsmans hotel). **Branches:** Tradsteel Stockholders Ltd, 4-5 Stone Street, Dudley, West Midlands (Tel: 0384 234246. Telex: 335241).

**Activities:** Import and export as principals, also as works agents. Mainly import into UK, stocks carried.

**Products handled:** Import—steel flats, angles, beams, tubes, rebars, CR/HR/galvanized coil. Export—steel tubes, rebars, structural steelwork, etc.; also foodstuffs.

**Companies represented on agency basis:** Sole UK agents for Industrias del Besós SA (Inbesa), Spain (steel flats); Incal SA, Spain (bright drawn flats).

**Members of:** International Steel Trade Assn.

## Tramet (London) Ltd

**Head office:** 55 Whitehorse Road, Croydon, Surrey, CR0 2JA. **Tel:** 01 689 1161. **Telex:** 945237 tramet g. **Cables:** Trametlon Croydon.

**Management:** Directors—M. Adam Tarnowski (managing), B. Dennis (company secretary), K. T. Z. Tarnowska (Polish). **Trading personnel:** See management.

## Toyo Menka Kaisha, Ltd.

The "Sogo Shosha" That's Always Planning Ahead.



## TOYO MENKA KAISHA, LTD.

## IRON &amp; STEEL DIVISION I

**Tokyo Head Office:** 1-3, Otemachi 1-chome, Chiyoda-ku, Tokyo

**Osaka Head Office:** 64, Kawaramachi, 2-chome, Higashi-ku, Osaka

**Overseas Offices & Subsidiaries:** in principal cities of the world.

## UNITED KINGDOM

**Tramet (London) Ltd** *(continued)*

**Established:** 1972. **Capital:** £10,000. **Ownership:** Private. **Subsidiary & associates:** Tramet Nigeria Ltd, Enugu, State of Anambra, Nigeria (associated company; supplier of metal goods and equipment).

**Activities:** International steel merchants; import/export.

**Products handled:** HR plain and deformed rebars in all qualities; plates, angles, channels, joists and beams; CR plates, sheets (galvanized plain and corrugated); wire and wire rods; billets, blooms, slabs, ingots; merchant bars, beater bars for combine harvesters. Also bar straightening and cutting machinery, rolling mill plant and other machines.

**Companies represented on agency basis:** Hadfields Ltd, UK; Coated Metals Ltd, UK; Spencer Clark Metal Industries Ltd, UK.

**Members of:** International Steel Trade Assn.

**TréfilArbed (UK) Ltd**

**Head office:** Imperial Chambers, Prince Albert Street, Crewe, Cheshire, CW1 2DJ. **Tel:** 0270 55224. **Telex:** 36534.

**Management:** D. P. Knowles (managing director), M. J. Goodey (company secretary).

**Trading personnel:** T. Austin (low carbon industrial wire), R. B. McGrouther (low carbon manufactured products), R. Sheard (welding wire), R. Franklin (rope and strand), G. Fisher and R. Pritchard (high carbon industrial wire). **Established:** 1975. **Capital:** £5,000. **Ownership:** TréfilArbed SA, Luxembourg (division of Arbed). **Subsidiary & associates:** TréfilArbed (UK) Ltd, Winchester (fastener division); TréfilArbed Ropes Ltd (wire rope and strand) (registered office).

**Activities:** UK sales office for TréfilArbed SA, Luxembourg.

**Products handled:** Low carbon industrial wire, low carbon manufactured products, high carbon industrial wire, prestressed concrete wire and strand, reinforcement mesh, fasteners, welding wire, wire rope and strand.

**Uddeholm Ltd**

**Head office:** Crown Works, Rubery, Birmingham B45 9AG. **Tel:** 021 453 6161. **Telex:** 337351.

**Management:** R. S. D. Veal (managing director), L. Rathbone (director and company secretary). **Trading personnel:** Product managers—S. A. Comley (tool steel and high speed steel), D. J. Atherton (stainless steel), C. Kuylenstierna (strip). **Established:** 1923. **Capital:** £500,000 (share capital). **Ownership:** Subsidiary of Uddeholms AB, Sweden. **Subsidiary & associates:** Subsidiaries—Stora Steel Ltd and Nyby Stainless Ltd. Associates—Uddeholm SA, Buenos Aires; NV Uddeholm Belgium SA†, Brussels; Uddeholm do Brasil Com. e Ind. Ltda, São Paulo; Uddeholm Steels Ltd†, Toronto; Uddeholm A/S†, Copenhagen; Uddeholms AB, Vienna; Aciers Uddeholm SA†, Paris; Uddeholmstahl GmbH, Düsseldorf; Uddeholm Acciai SpA†, Milan; Uddeholm Staal BV†, Amsterdam; Uddeholm Stål A/S, Oslo; Uddeholm Iberica SA, Madrid; Uddeholm Svenska AB, Stockholm; Uddeholm Steel Corp†, New York; Associated Swedish Steels AB†, Stockholm (all these companies are subsidiaries of Uddeholms AB, Sweden, and market a similar range of products as shown below). **Branches:** London (Tel: 01 222 1493), Manchester (Tel: 061 236 0255), Leeds (Tel: 0532 457296), Glasgow (Tel: 041 204 2368), Dublin (Tel: 451401).

**Activities:** Sales in UK, Irish Republic and Malta of our Swedish principals—tool steels, high speed steels, stainless steels and strip products. Stocks of all these products are held in our warehouse at Rubery.

**Products handled:** Tool steels for blanking and forming, extrusion, diecasting, plastics and rubber moulding, thread rolling, forging, standard mould parts; high speed steels—bars, cut blanks and wire rods including the special powder metallurgy ASP grades; stainless steels—seamless and welded tubes and pipes, threaded and butt weld fittings, angles, flats, round and hollow bars, CR sheet and strip, billets and wire, HR plate and dished heads; standard and special analyses; precision CR high carbon and martensitic stainless steel strip.



**UNITED KINGDOM****Uddeholm Ltd** (*continued*)

**Companies represented on agency basis:** Uddeholms AB, Sweden; Uddeholm Steel Strip AB, Sweden; Nyby Uddeholm AB, Sweden.

**Members of:** National Assn. of Steel Stockholders.

**United Casing, Steel & Pipe Ltd**

**Address:** c/o Woodhouse Petroleum Services, 117-9 Regent Street, London W1R 7HA.

**Activities:** Oil country supply company.

**United Continental Steels Ltd**

**Head office:** Broadway House, 1 The Broadway, Hatfield, Herts., AL9 5BG. **Tel:** Hatfield 68133. **Telex:** 24409. **Cables:** Ferrosteel Hatfield Herts.

**Management:** J. L. Cowley (managing director). **Trading personnel:** D. S. Chapman (coated products), J. Godkin (coated flat products), R. Yorath (flat products), J. R. Peett (long products), K. Barker (export third countries). **Established:** 1923. **Capital:** £50,000. **Ownership:** Wholly-owned subsidiary of Cockerill, Belgium. **Branches:** Central Hotel Chambers, Dame Court, Dublin 2, Irish Republic.

**Activities:** Import/export, stocks available from European mainland.

**Products handled:** HR, CR, electro-zinc, tinplate, electrical steels, wire rods, squares/rounds/flats (special qualities), hot dipped galvanized, Estetic prepainted, Skinplate, CR sections, pro-silos, wide flange beams/columns, HR special sections, cladding sections.

**Companies represented on agency basis:** Cockerill, Belgium (HR, CR, electro-zinc, tinplate, electrical steels, wire rods, squares/rounds/flats (special qualities)); SA Eurintert, Belgium (hot dipped galvanized, Estetic prepainted, Skinplate); Sté Profilafroid, France (CR sections, pro-silos); Thy-Marcinelle et Providence (TMP), Belgium (wide flange beams/columns, HR special sections); SA Couvracier, France (cladding sections); Acierie et Laminiers de Beaufort SA, France (electro-zinc, CR).

**United States Steel International Inc, London Branch—see under USA****Usinor-Vente**

**Head office:** 140 Park Lane, London W1Y 3AA. **Tel:** 01 629 1875. **Telex:** 28855 usinor g.

**Management:** G. L. Sinclair (délégué régional). **Trading personnel:** I. R. McGregor, T. R. Rickell. **Established:** 1972. **Ownership:** Usinor-Vente, France.

**Activities:** Import into UK and Irish Republic of products of Usinor, Galvanor/Coloracier, Cisatol and Métalescaut.

**Products handled:** Strip mill products (CR, HR and hot dipped galvanized, colour coated coil and sheet), reversing mill plates, wire rods, slit coil (CR and galvanized from Cisatol, HR from Usinor), long products.

**Members of:** International Steel Trade Assn., London Chamber of Commerce, French Chamber of Commerce.

**Vallourec International (UK) Ltd**

**Head office:** 16 Glen House, Stag Place, London SW1. **Tel:** 01 828 0377, 01 834 9155. **Telex:** 261862.

**Management:** W. B. Hicks (general manager). **Established:** 1963. **Capital:** £5,000 (nominal). **Ownership:** Wholly-owned subsidiary of Vallourec SA, France.

**Activities:** UK representatives for Vallourec's activities; no stocks carried.

**Products handled:** All tubular products.

## UNITED KINGDOM

**Varidex (London) Ltd**

**Head office:** Varidex House, 60 Pembroke Road, London W8 6NZ. **Tel:** 01 603 7361. **Telex:** 21440. **Cables:** Varidex London.

**Management:** G. C. Stonehill (managing director), W. M. Jordan (director), E. M. Stonehill (secretary). **Trading personnel:** G. C. Stonehill (steel and non-ferrous metals), M. Yoosuf (pig iron), K. Vivian (secondary steels and scrap). **Established:** 1951. **Capital:** £20,000. **Ownership:** Private. **Subsidiary & associates:** Varidex (Overseas) Ltd (export of secondary steel).

**Activities:** Import, export and direct export; stocks carried.

**Products handled:** Pig iron, reinforcing bars, merchant bars, sections, plates, sheets, galvanized sheets, wire, wire rods, and all steel products generally.

**Companies represented on agency basis:** A/S Norsk Jernverk, Norway (pig iron) and Ovako Oy, Finland (pig iron) covering UK.

**VDM (UK) Ltd**

**Head office:** VDM House, 111 Hare Lane, Claygate, Esher, Surrey, KT10 0QY. **Tel:** Esher 67137. **Telex:** 929601. **Cables:** VDM UK Esher.

**Management:** H. W. Dönch (managing director). **Trading personnel:** M. Taylor, J. Thomas and D. Hopkins (product sales managers). **Established:** 1950. **Capital:** £2,000. **Ownership:** VDM—Vereinigte Deutsche Metallwerke AG, West Germany.

**Activities:** Primarily import.

**Products handled:** Stainless steel tubes (18/8); special high alloy stainless steels in tubes, plates, sheets, strip and bars; high nickel alloys in tubes, plates, strip, bars and wire.

**VEW Special Steels (UK) Ltd**

**Head office:** Taylors Lane, Oldbury, Warley, West Midlands, B69 2DA. **Tel:** 021 552 5681. **Telex:** 337475.

**Management:** A. R. Neumeister (managing director, Austrian), Mrs. I. Orlovsky (sales director, Austrian). **Trading personnel:** Sales managers—G. Griggs (forgings and special products), E. Smith (stainless steel and tubes), J. T. Parton (tool steel and high speed steel), J. Wolstencroft (Bohler welding consumables). **Established:** 1979 (the company was formed by merger of Bohler Bros. & Co Ltd and Schoeller Bleckmann Great Britain Steels, both of which had traded in UK for many years). **Capital:** £116,000. **Ownership:** VEW—Vereinigte Edelstahlwerke AG, Austria. **Branches:** Midlands Service Centre (tool steel and high speed steel), Belsize Close, Norton Canes, Cannock, Staffs., WS11 2TQ (Tel: 0543 76504. Telex: 336402); Midlands Service Centre (Bohler welding consumables), Belsize Close, Norton Canes, Cannock, Staffs., WS11 2TQ (Tel: 0543 75200. Telex: 336402); Southern Service Centre (sales of tool steel, high speed steel and stainless steel), Invincible Road, Farnborough, Hants., GU14 7QU (Tel: 0252 48813. Telex: 858839); London office (sales of forgings and special products), 46 Kingsway, London WC2B 6EP (Tel: 01 405 6476. Telex: 262228).

**Activities:** Sales organisation of Austrian special steel producer. Stocks are carried in UK of certain products.

**Products handled:** Tool steel, high speed steel, stainless steel, alloy steel (bars, sheets, strip and forgings), drop- and precision forged turbine blades, forgings for turbine generating industry, extrusion tools, bi-metal strip for band saws and hacksaws, rule die steel, stainless steel and nickel alloy tubes (seamless and welded), welding consumables, machine knives, oilfield equipment, sterilisers and medical equipment, plant and equipment for the chemical industry and beer barrels.

**Voest-Alpine (UK) Ltd**

**Head office:** 20-22 Bedford Row, London WC1R 4EB. **Tel:** 01 405 1545. **Telex:** 23447. **Cables:** Voestalpine London WC1.

**Management:** M. F. Klaffenböck (managing director). **Trading personnel:** G. R. Sutton (sales manager). **Established:** 1949. **Capital:** £7,000. **Ownership:** Wholly-owned subsidiary of Voest-Alpine AG, Austria.

**UNITED KINGDOM****Voest-Alpine (UK) Ltd** *(continued)*

**Activities:** General representatives of Voest-Alpine AG, Austria; no stocks carried.

**Products handled:** HR and CR plate and sheet material, rolled and welded profiles, forgings, castings, plants and equipment.

**Thos. W. Ward Ltd**

**Head office:** Albion Works, Sheffield S4 7UL. **Tel:** 0742 26311. **Telex:** 54119. **Cables:** Forward Sheffield.

**Management:** C. L. Bedford (director, London office), E. D. Powell (local director, Sheffield). **Trading personnel:** R. Hammond (manager, Sheffield), J. Ettinger (overseas business, Sheffield), M. J. Wright (special/stainless scrap, import/export).

**Established:** 1878. **Capital:** £13 million. **Subsidiary & associates:** Alexander Metal Co Ltd, Bilston (non-ferrous refiners, ingot makers); John Williams (Wishaw) Ltd, Wishaw (MS plate manufacture 3–16 mm thick; also nails, dogspikes, annealed wire); Watsons (Metallurgists) Ltd, Dronfield (makers of melting base, refined iron).

**Branches:** Thames Road, Silvertown, London E16 2EZ (Tel: 01 476 2841).

**Activities:** Import/export, stocks carried.

**Products handled:** Secondary steel, works arisings, surplus/redundant stock, billets, black/bright bars, shafts, plates, wire, wire rods, re-rollable steel covering mainly Europe, Middle East and Far East. Also carbon steel scrap worldwide; and special steel/stainless scrap for USA, Europe and Australia.

**Warren Steel Ltd**

**Head office:** 21 Holborn Viaduct, London EC1A 2AT. **Tel:** 01 236 1833. **Telex:** 8811913. **Cables:** Warrenstyl London EC1.

**Management:** Directors—H. W. Sacks, D. W. Atkinson, A. L. Linsell. **Established:** 1974. **Capital:** £85,000. **Ownership:** Private.

**Activities:** Steel exporters/importers.

**Products handled:** All steel and allied products.

**Members of:** International Steel Trade Assn., British Export Houses Assn.

**H. A. Watson & Co Ltd**

**Head office:** 119-20 High Street, Stourbridge, West Midlands, DY8 1DT. **Tel:** 03843 77801-3, 03843 70631-3. **Telex:** 337034.

**Management:** Directors—P. R. Daly, W. D. Morrison, R. P. Pearson (managing).

**Trading personnel:** J. R. Westwood, P. P. Evans. **Established:** 1890. **Capital:** £200,000. **Ownership:** F. W. Hempel & Co†, West Germany. **Subsidiary & associates:** Ayrton & Partners Ltd, London (associated). **Branches:** Rotherham.

**Activities:** Importers; producers' agents; ferro-alloys, non-ferrous metals and steel stockholders.

**Products handled:** HR and CR sheets and coil.

**Welbeck International Ltd**

**Head office:** Welbeck House, 8 River Road, PO Box 7, Barking, Essex, IG11 0HF. **Tel:** 01 594 7130. **Telex:** 897898. **Cables:** Wsteel Barking.

**Management:** G. S. Lavender (chairman and managing director), N. B. Raphael (financial director), H. J. Roberts (director), A. H. Burnett (director). **Trading personnel:** D. L. A. Trup (director, Welsteel Ltd), C. J. Quaye (general manager, sections), R. Smith (general manager, reinforcement rod and coil), L. Saville (sales manager, coils HR and CR), F. Mawson (sales manager, export). **Established:** 1946. **Capital:** £100,000. **Ownership:** Private. **Subsidiary & associates:** Welbeck (Reinforcement) Ltd†, Welbeck (Steel Stockholders) Ltd†, Welsteel Ltd†, Welpac Hardware Ltd (prepackers of ironmongery and hardware).

**Activities:** Import/export agents, distributors and stockholders.

## UNITED KINGDOM

**Welbeck International Ltd** (continued)

**Products handled:** The whole field of semi-finished iron and steel products. Specialities—CR sheet and coil, steel reinforcement, carbon and alloy bars, etc.

**Companies represented on agency basis:** Acciaierie e Ferriere Lombarde Falck SpA, Italy (sole agent, special steels); Forgitall, Italy (sole agent, forged steel rings/flanges); Boxholms AB, Sweden (sole agent, steel reinforcement); AB Qvarnshammars Jernbruk, Sweden (sole agent, steel reinforcement); Breda Fucine, Italy (distributor, drill collars); Breda Fucine SpA, Italy (drill collars, drill pipe and forgings); Breda Fucine Meridionali SpA, Italy (castings).

**Members of:** International Steel Trade Assn., British Export Houses Assn.

**Welbeck (Reinforcement) Ltd**

**Head office:** 8 River Road, PO Box 7, Barking, Essex, IG11 0HF. **Tel:** 01 594 7130.

**Telex:** 897898. **Cables:** Wsteel Barking.

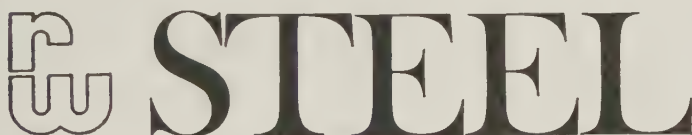
**Management:** G. S. Lavender (chairman and joint managing director), N. B. Raphael (financial director and company secretary), H. J. Roberts (joint managing director), A. H. Burnett (director). **Trading personnel:** R. Smith (general manager). **Established:** 1958. **Ownership:** Private. **Subsidiary & associates:** Welbeck International Ltd†, Welbeck (Steel Stockholders) Ltd†, Welsteel Ltd†, Welpac Hardware Ltd (suppliers to the do-it-yourself trade).

**Activities:** Steel stockists, import/export, decoiling and straightening service.

**Products handled:** Steel reinforcement for reinforced concrete, mild steel rounds and squares, high tensile deformed bars, rods in coil, helicals.

**Companies represented on agency basis:** AB Qvarnshammars Jernbruk, Sweden (reinforcing bars); Boxholms AB, Sweden (reinforcing bars).

**Members of:** International Steel Trade Assn., British Exporters Assn.



# R & W STEEL

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INTERNATIONAL STOCKISTS AND TRADERS OF  
AN EXTENSIVE RANGE OF FLAT, ROLLED AND  
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166-167 St. Helens Road, Swansea SA1 4DQ.  
Tel: 0792-54021/4 Telex: 48204  
Cables: Wolff Swansea

Associated Companies  
Wolff Steel Pty Ltd., Melbourne, Australia. Tel: 264511 Telex: 32750  
Wessex Steel Ltd., Walnut Creek, California, U.S.A.  
Tel: 415-935-6190 Telex: 910-3856315



## UNITED KINGDOM

**Welbeck (Steel Stockholders) Ltd**

**Head office:** 8 River Road, PO Box 7, Barking, Essex, IG11 0HF. **Tel:** 01 594 7130. **Telex:** 897898. **Cables:** Wsteel Barking.

**Management:** G. S. Lavender (chairman and managing director), N. B. Raphael (financial director and company secretary), H. J. Roberts (director), A. H. Burnett (director). **Trading personnel:** C. J. Quaye (general manager), L. Saville (sales manager). **Established:** 1946. **Ownership:** Private. **Subsidiary & associates:**

Wholly-owned subsidiary of Welbeck International Ltd†.

**Activities:** Import/export, distributors and stockholders, decoiling and guillotining.

**Products handled:** CR and HR sheet and coil, mild steel sections.

**Members of:** International Steel Trade Assn., British Export Houses Assn.

**Welbond Reinforcement Ltd**

**Head office:** 30-34 River Road, Barking, Essex, IG11 0DL. **Tel:** 01 594 4456. **Telex:** 896450.

**Management:** K. G. Ellis (managing director, UK). **Trading personnel:** See management. **Established:** 1966. **Capital:** £50,000. **Ownership:** Halmstads-Järnverks AB, Sweden. **Branches:** Oxleasow Road, Redditch, Worcs.

**Activities:** Marketing of parent company's products in the UK, fabricators and stockholders of reinforcing bars.

**Products handled:** Mild steel and high tensile reinforcing bars to BSS 4449/78, throughout the UK.

**Companies represented on agency basis:** Halmstads-Järnverks AB, Sweden.

**F. A. Welling & Co Ltd**

**Head office:** Church Hall, Broxted, Dunmow, Essex. **Tel:** 0279 850627-8. **Telex:** 817125.

**Management:** Patrick McCarthy (director). **Trading personnel:** See management. **Established:** 1912. **Capital:** £10,000. **Ownership:** Private. **Subsidiary & associates:** General Tubing, Alexandria, Australia (associated).

**Activities:** Import/export; no stocks carried.

**Products handled:** Stainless and carbon steel tubing, carbon steel pipe. Also malleable iron pipe fittings and titanium tubing.

**Companies represented on agency basis:** European sales office of General Tubing, Australia; and several British iron and steel producers.

**Welsteel Ltd**

**Head office:** 8 River Road, PO Box 7, Barking, Essex. **Tel:** 01 594 7130. **Telex:** 897898. **Cables:** Wsteel Barking.

**Management:** G. S. Lavender (chairman and managing director), N. B. Raphael (financial director), D. L. A. Trup (director). **Trading personnel:** Sales—F. Mawson (manager), J. Pearson (manager, tube division), K. Turner (manager, high speed and tool steels), S. Cassen (special steels), J. Gilmour (oil and gas industry products). **Established:** 1967. **Ownership:** Private. **Subsidiary & associates:** Welbeck International Ltd†, UK (associated). **Branches:** Wolverhampton, Sheffield.

**Activities:** Import/export agency; stocks carried; mill agents.

**Products handled:** Oil and gas production goods, oil country tubular goods, steel for the manufacture of oil tools, plates (carbon and alloy), tubulars (seamless and welded), bars (carbon, alloy, stainless, high speed and tool), rings and flanges, sheets and coils, hollow bored bars, semis. Area covered: Worldwide.

**Companies represented on agency basis:** Including Acciaierie e Ferriere Lombarde Falck SpA, Italy (plates, tubulars, HR and CR strip including electrical, bars, line pipes, wire and wire rope, welded products, iron castings) for UK; Forgitel, Italy (roll forged rings and collar flanges) for UK; Breda Fucine SpA, Italy (drill collars, drill pipes and forgings); Breda Fucine Meridionali SpA, Italy (castings).

## UNITED KINGDOM

**Wessex Steel Co Ltd**

**Head office:** Wessex House, Station Parade, Balham High Road, London SW12 9AZ. **Tel:** 01 675 5331-8. **Telex:** 946875 wessex g.

**Management:** B. K. Murphy (managing director), R. Watts (director), N. J. A. Learmond (director). **Trading personnel:** B. K. Murphy, R. Watts and N. J. A. Learmond (trading); J. Duncan (shipping and transport manager); N. Maclean (office manager).

**Established:** 7 years (1980). **Capital:** Nominal: £500,000. Issued: £244,134.

**Ownership:** See management. **Subsidiary & associates:** Tipple Rowe Co Ltd (steel stockholders), Wessex Steel International Ltd (international merchants).

**Activities:** Steel stockholders also engaged in import/export.

**Products handled:** HR plain and deformed rebars in all qualities, wire rods, plates, durbar, tear pattern floor plate, angles, merchant bars, flats, squares, rods, universal beams/columns, rolled steel joists, billets, blooms, slabs, CR sheets, wire mesh, rectangular and square hollow sections, UPN's, IPE's, HEA's, HEB's. Also scrap.

**Members of:** International Steel Trade Assn.

**Wessex Steel International Ltd**—see Wessex Steel Co Ltd**Ernst B. Westman Ltd**

**Head office:** 36 Elder Street, London E1 6BE. **Tel:** 01 247 7422. **Telex:** 888228.

**Cables:** Jernagent.

**Management:** A. F. S. Westman (managing director), P. M. A. Westman (director and secretary). **Trading personnel:** R. W. Denham. **Established:** 1887. **Capital:** £30,000. **Ownership:** Private.

**Activities:** Import/export agency.

**Products handled:** Electrical steel, magnetic iron.

**Companies represented on agency basis:** Surahammars Bruks AB, Sweden (electrical steel); SKF Steel (magnetic iron).

**Gerald Wise & Co Ltd**

**Head office:** 8 Arthur Street, London EC4R 9AY. **Tel:** 01 626 4211. **Telex:** 886431.

**Cables:** Wiseco London EC4.

**Management:** G. Wise (director), A. F. Biddle. **Trading personnel:** See management.

**Established:** 1952. **Capital:** £5,000. **Ownership:** Private.

**Activities:** International merchants.

**Products handled:** Steel. Also non-ferrous metals, chemicals.

**Members of:** International Steel Trade Assn.

**Wogen Resources Ltd**

**Head office:** 17 Devonshire Street, London W1N 1FS. **Tel:** 01 580 5762-5. **Telex:** 28820. **Cables:** Wogenmet London W1.

**Management:** Chairman—B. Buckman; directors—C. C. Williams (managing), M. E. Quick, B. J. Parker, E. L. Baillieu, G. F. Butler. **Trading personnel:** N. French, J. Cox, A. Kerr, A. Campbell. **Established:** 1972. **Capital:** £200,000. **Ownership:** Private (80%); Charterhouse Bank (20%). **Subsidiary & associates:** Willan-Wogen Alloys (ferro-titanium manufacturer), Wogen Australia Pty Ltd, Wogen Hongkong Ltd, Keystone-Wogen Bermuda.

**Activities:** Manufacturers, agents, import/export, traders.

**Products handled:** Steel products. Also non-ferrous metals and minerals, ferro-alloys, strategic and minor metals, iron ore, coal.

**Companies represented on agency basis:** Agents in China for Aurora Steels consisting of—Willan Metals Ltd, UK (high temperature vacuum and air alloys); Osborn Steels Ltd, UK (high speed and alloy tool steel, stainless); Edgar Allen Balfour Steels Ltd, UK (high speed and alloy tool steels); Wm. Oxley & Co Ltd, UK (forgings, castings).

## UNITED KINGDOM

**Rudolf Wolff Steel Ltd**

**Head office:** 166-7 St. Helens Road, Swansea, West Glamorgan, SA1 4DQ. **Tel:** 0792 54021, 0792 51771. **Telex:** 48204. **Cables:** Wolff Swansea.

**Management:** Directors—F. F. Wolff (chairman), I. P. Spratling (managing director), L. S. Christmas (sales), H. Osborne (finance), J. P. A. Wolff, F. L. Holford. **Trading personnel:** L. S. Christmas, R. H. Jones (export), M. J. Greenhill (Australia), B. D. Llewellyn (UK), A. Short (UK, Northern area), P. J. Hutchings (shipping). **Established:** 1966. **Capital:** Authorised: £250,000. Issued: £200,000. **Ownership:** Wolff Steel Holdings Ltd, UK. **Subsidiary & associates:** Afon Tinplate Co Ltd, Swansea, UK (tinplate service centre); Solus Metals Ltd, Swansea, UK (manufacturers of tinplate products for the packaging industry); Wolff Steel Pty Ltd†, Melbourne, Australia (steel trading company); Wessex Steel Ltd†, California, USA (steel trading company).

**Activities:** International steel trading.

**Products handled:** Tin mill products and general steels including flat rolled sheet and coil, rolled sections and merchant bars.

**C. J. Wright (Steel) Ltd**

**Head office:** 57-63 Princess Street, Manchester M2 4EQ. **Tel:** 061 236 9054. **Telex:** 669 770. **Cables:** Ritma.

**Management:** C. J. Wright (chairman and managing director), A. S. Wright (secretary).

**Trading personnel:** G. P. Burnside, C. J. Wright. **Established:** 1975. **Capital:** £10,000. **Ownership:** See management. **Subsidiary & associates:** C. J. Wright (Plastics) Ltd (plastic raw material traders and stockholders).

**Activities:** Import/export; some stocks of flat products carried.

**Products handled:** Billets, wire rods, CR and HR sheet and coil, plates, sections.

**Members of:** International Steel Trade Assn.

**Wrightstock Ltd**

**Head office:** Priestley Road, PO Box 25, Worsley, Manchester M28 4LB. **Tel:** 061 793 8429. **Telex:** 666855.

**Management:** Chairman—E. V. Davies; directors—G. P. Hunt (general manager), M. A. Green (financial), C. W. Newton (sales), A. Hardisty (product), A. Palmer (product), G. Smith (product). **Trading personnel:** Managers—A. E. Tanton (bright and alloy department), K. R. Turnbull (fastener department), N. Williams (nail department), D. Thomas (stainless division). **Established:** 1903. **Ownership:** Davy Corp Ltd. **Subsidiary & associates:** Bramall & Wax Ltd, Sheffield (stainless steels), Bramwax Steels Ltd, Sheffield (mild steel plate and processing); Renown Special Steels Ltd, London (bright carbon and alloy steels); Nesstock, Stockton-on-Tees (general steels and plate processing). **Branches:** Cannock, Staffs. and Glasgow.

**Activities:** Import/export; steel stockholders and processors; fasteners and nail stockholders and processors.

**Secondary Steel Exporters****ALWAYS BUYING**

**TUBES – AXLES – SHAFTS – BARS – REROLLABLE  
STEEL – SHIPS TACKLE (CHAINS, ANCHORS ETC.) –  
STAINLESS STEEL – TINPLATE – PLATES –  
ELECTRICAL STEEL – COILS AND SHEETS**

**Yorkshire Steel Export Ltd**

**27 Copgrove Road, Leeds LS8 2SP**

**Tel: (0532) 651018 Telex: 557997 Cables 'Yorksteels' Leeds**

## UNITED KINGDOM

**Wrightstock Ltd** (*continued*)

**Products handled:** General steels (specialist plate processors), stainless steels, bright carbon and alloy steel bars, fasteners, nails.

**Members of:** National Assn. of Steel Stockholders.

**Yorkshire Steel Export Ltd**

**Head office:** 27 Copgrove Road, Leeds LS8 2SP. **Tel:** 0532 651018-9. **Telex:** 557997. **Cables:** Yorksteels Leeds.

**Management:** Charles O. H. Jones (managing director), Barbara J. Jones (secretary).

**Trading personnel:** See management. **Established:** 1977. **Capital:** £500.

**Ownership:** Directors, as above.

**Activities:** Worldwide exporters and traders in re-usable steels; stocks carried.

**Products handled:** All re-usable steels, especially tubes, bars, axles, shafts and electrical steels. Exports particularly to Middle and Far East, and South America.

**Members of:** Leeds Chamber of Commerce, Freight Transport Assn.

# United States

**Acwoo International Steel Corp**

**Head office:** Lincoln Building, Suite 620, 60 East 42nd Street, New York, NY 10017. **Tel:** 212 687 6460. **Telex:** ITT 428249. RCA 238702. WUD 644022. **Cables:** Acwoosteel New York.

**Management:** Hak-Su Kim (president), Walter Mintz (vice president, sales), Raymond J. Herkert (vice president, Chicago), Peter Weil (vice president, pipes), Choong-Hoon Kim (treasurer). **Trading personnel:** Steve M. Sun (manager, flat rolled and plate products, Mid-West), Harry C. Moon (manager, flat rolled and plate products, East), Tex Cates (manager, wire rods), Peter Weil (vice president, pipes and structurals), Bob Brunelle (New England), David Novak (Minneapolis), Jim McLaughlin (St. Louis).

**Established:** 1978. **Capital:** \$650,000. **Ownership:** Daewoo Industrial Co Ltd.

**Branches:** Chicago office—Room 7447, Sears Tower, South Wacker Drive, Chicago, IL 60606 (Tel: 312 454 0050. Telex: 253648 daewoo cgo. Raymond J. Herkert (vice president), Dan Murphy (traffic manager), Bill S. Min (sales manager)).

**Activities:** Import—carbon steel products and pipes; stocks—plates, flat rolled products and pipes.

**Products handled:** HR and CR coils and sheets, galvanized coils and sheets, plates, wire rods, slabs, pipes.

**Companies represented on agency basis:** Pohang Iron & Steel Co Ltd (Posco), South Korea covering Eastern and Mid-West USA; The Korea Steel Pipe Co Ltd, South Korea covering Eastern USA.

**Members of:** American Institute for Imported Steel Inc, Assn. of Steel Distributors Inc, Wire Assn. Inc.

**Addlestone International Corp**

**Head office:** 145 King Street, Suite 301, Charleston, SC 29401 (PO Box 979, Charleston, SC 29402). **Tel:** 803 577 9300. **Telex:** WU 576472. **Cables:** Adinc Chs.

**Management:** Nathan S. Addlestone (president), Bert Gosschalk (senior vice president), Harold Horvitz (vice president). **Trading personnel:** Frank I. Kilcline (steel scrap, domestic), Jack D. Langer (steel scrap, Birmingham district), Michael S. Levkoff (general), Harold Horvitz (steel scrap, export). **Established:** 1973. **Subsidiary & associates:** Automotive Recycling Co, Addlestone Export Corp, Addlestone Processing Associates, Raw Materials Co. **Branches:** Birmingham district office.

**Activities:** Import, export and domestic; stockholders of semis.

**Products handled:** Semis, billet ends, bar cobbles, re-rolling plates and rods.

**Members of:** Institute of Scrap Iron & Steel (ISIS), National Assn. of Recycling Industries (NARI), Bureau International de la Récupération (BIR).



## UNITED STATES

**Ageimpex International Inc**

**Head office:** 370 Lexington Avenue, New York, NY 10017. **Tel:** 212 686 8151. **Telex:** 236821 agi ur, 425249 agi ui. **Cables:** Ageimpex.

**Management:** M. L. Joshi. **Trading personnel:** See management. **Established:** 1974.

**Activities:** Import/export.

**Products handled:** All types of ferrous and non-ferrous metals.

**Ahmsa Steel International Inc**

**Head office:** 6223 I.H. No. 10 N.W., PO Box 5906, San Antonio, TX 78201. **Tel:** 512 736 4111. **Telex:** 767452 gisco snt, 767446 ahmsa snt. **Cables:** Gisco Sat.

**Management:** Richard J. Mason (president), Louis C. Romano (senior vice president, operations), W. A. Mason (senior vice president, finance and control), Salvador Alvarez (vice president, sales), Alejandro Calderon (vice president, purchasing), Ross McDermitt (chief engineer), Lourdes Lopez (office manager), Mario Garcia (credit manager).

**Trading personnel:** Steffan Bagge (market research and development), Charles Inman (international sales manager), Corky Rubio (US sales manager). **Established:** 1962.

**Capital:** \$1 million. **Ownership:** Altos Hornos de México SA (90%). Cia Mexicana de Tubos SA (10%). **Branches:** PO Box 1265, Industrial Park, Eagle Pass, TX 78852; Western Division, 110 Pine Avenue, Suite 1104, Long Beach, CA 90802.

**Activities:** Import and export—steel mill products, capital goods, raw materials, and parts and supplies to the steel, fabricating and manufacturing industry. Stocks of steel mill products are maintained.

**Products handled:** Reinforcing bars, wire rods, tinplate seconds, pig iron, coke, coke breeze and coke oven by-products, wide flange beams, channels, angles, welded steel pipes, tank parts, wire products, HR and CR sheets, railroad car parts, forgings, castings, machine tools, fasteners.

**Companies represented on agency basis:** Ahmsa—Altos Hornos de México SA, Mexico (integrated steel mill products) covering USA. Cia Fundidora Monterrey SA (integrated steel mill products) covering USA. Sid. Lázaro Cárdenas Las Truchas SA (reinforcing bars, wire rods, pig iron, coke and coke breeze, coke oven by-products), internationally. Pipe mills—Tubacero SA, Mexico (6 $\frac{5}{8}$ " to 48" o.d. welded, to API, ASTM, etc.); Protumsa—Productos Tubulares Monclova SA, Mexico (1" to 16" o.d. welded, to API, ASTM, etc.); Tubería Nacional SA (Tuna), Mexico ( $\frac{1}{2}$ " to 4 $\frac{1}{2}$ " welded, to API and ASTM, black and galvanized).

**Members of:** Texas Assn. of Steel Importers, United States-Mexico Chamber of Commerce.

**A-L Industries Export Corp**

**Head office:** 2000 Oliver Building, Pittsburgh, PA 15222. **Tel:** 412 562 4044. **Telex:** 866 444. **Cables:** Aludsteel Pittsburgh PA.

**Management:** Joseph L. Nock (director of marketing, international). **Trading personnel:** Benjamin F. Pritchard (assistant to director, international marketing), Norbert E. Hoffstaedter (European marketing manager). **Established:** 1971. **Ownership:**

Allegheny Ludlum Industries Inc. **Subsidiary & associates:** Allegheny Ludlum Steel Corp; Tubular Products Division, Allegheny Ludlum Steel Corp; Oklahoma Tubular Products Co; Laminations Division, Allegheny Ludlum Steel Corp; Alloy Rods Division; Almet Inc; Tube Turns Division; Special Metals Corp; Udimet Powder Division, Special Metals Corp; Titanium Metals Corp of America; Standard Steel Division, Titanium Corp of America; Magnetics & Electronics Inc; Carmet Co. **Branches:** Allegheny Ludlum Industries GmbH, Oberrather Strasse 5, Düsseldorf, West Germany.

**Activities:** Export sale, stocks carried in USA.

**Products handled:** Stainless steel—sheets, strip, plates, tubing, bars, wire, clad products; grain oriented silicon steels; high temperature alloys (sheet and strip); electrical alloys; magnetic materials; laminations.

## UNITED STATES

**A-L Industries Export Corp** (continued)

**Companies represented on agency basis:** Al Tech Specialty Steel Corp, USA (stainless bars, wire, tubing); Clad Metals Inc (clad sheet and strip).

**Members of:** American Iron & Steel Institute, International Iron & Steel Institute.

**Alliance Iron & Steel Inc**

**Head office:** 7700 San Felipe, Suite 444, Houston, TX 77063. **Tel:** 713 977 3814. **Telex:** 791404. **Cables:** Alliance.

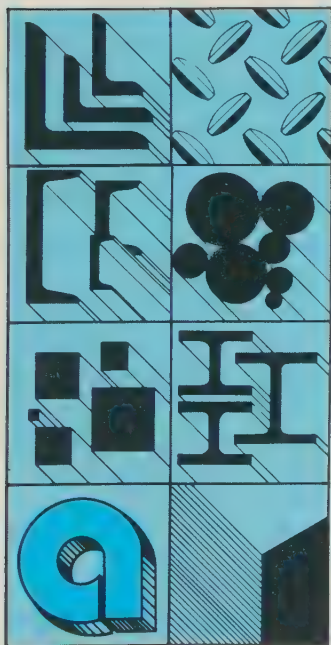
**Management:** Peter K. Lehnert (president), Vincent F. Doodeheefver (senior vice president), Lester A. Kantoff (vice president), Ardis N. Havard (treasurer). **Trading personnel:** Gary Gamble (wire rope, worldwide), Eduardo Pozzo (constructional steel, Latin America and Caribbean), Sara Abend (South Eastern United States). **Established:** 1974. **Capital:** \$800,000. **Ownership:** Peter K. Lehnert (51%); Sté Commerciale et Financière de Clabecq (7%); Industrias del Besós SA (17%); Hierros Madrid SA (17%); balance, miscellaneous. **Subsidiary & associates:** Alliance Internationale de Siderurgie SA, Luxembourg. Branch—Alliance Iron & Steel of Florida Inc, Tampa, Florida (import/export of constructional steel products, i.e. wide flange beams, channels, angles, flats, rounds, squares and plates (any grade); and wire rope).

**Activities:** Import/export agency and stock.

**Products handled:** Wide flange beams, channels, angles, flats, rounds, squares and plates (any grade); and wire rope.

**Companies represented on agency basis:** Industrias del Besós SA (Inbesa), Spain; Hierros Madrid SA, Spain; Hoesch America Inc. Light section beams and channels.

**Members of:** Assn. of Steel Distributors Inc, Texas Assn. of Steel Distributors.



## alliance

### iron & steel, inc.

7700 San Felipe/Suite 444  
Houston, Texas 77063  
713/977-3814/Telex: 791404  
Cable: Alliance

## alliance

### iron & steel of florida, inc.

5420 Bay Center Dr./Suite 112  
Tampa, Florida 33609  
813-879-1400/Telex 52424  
Cable: Alliance

## alliance

### internationale de la siderurgie, s.a.

10A, Boulevard De La Foire  
Luxembourg, Grand Duché De Luxembourg  
Telephone 474532/Telex 2883 ALINT LU

alliance

## UNITED STATES

**Allied Iron Co**

**Head office:** 320 East 7 Mile Road, Detroit, MI 48203. **Tel:** 313 368 7110. **Telex:** 23 1165 alliedmet det.

**Management:** Gary L. Wasserman (president and vice president); Jay Joseph, Wm. R. Tyson and Gregory A. Love (sales representatives). **Trading personnel:** Gary L. Wasserman, Jay Joseph, Wm. R. Tyson. **Established:** 1955. **Ownership:** Private.

**Subsidiary & associates:** American Processing Inc (low carbon iron sales), Allied Metals Corp (trading, scrap, residues and primary metals), Allied Delivery Systems (transportation companies). **Branches:** Represented by the following agents—William Rowland Ltd, 9 Meadow Street, Sheffield S3 7BL, UK (contact: M. Minns); Sté Général des Métaux Sogemet, 161 Avenue Charles-de-Gaulle, F 92202 Neuilly-sur-Seine, France (contact: T. Josset); Tatung Co, 22 Chungshan North Road, 3rd Sec., Taipei, Taiwan (contact: J. Chang); Industrias Memper SA, Rio Lerma 169 Esq., Fulton, Tlaxtepec, Edo de Mexico, Mexico (contact: R. Menendez).

**Activities:** Import/export, stocks carried.

**Products handled:** Speciality is low carbon iron, 0.03% max. C. Also deals in primary as well as secondary alloys, precious metals, sludges, residues.

**Members of:** National Assn. of Recycling Industries, Institute of Scrap Iron & Steel.

**American Alloy Steel Corp**

**Head office:** 10 East 40th Street, New York, NY 10016. **Tel:** 212 686 5181. **Telex:** 125517 new york. **Cables:** Amalloy New York.

**Management:** Stuart Weiss (president and treasurer), Charles Rothwell (vice president). **Trading personnel:** Philip K. Reardon (sales manager). **Established:** 1962.

**Capital:** \$2,200,000. **Ownership:** Stuart Weiss. **Subsidiary & associates:** Sovereign Metal Corp (importer of stainless steel bars). **Branches:** 711 Factory Road, Addison, IL; 6055 East Washington Blvd., Los Angeles, CA.

**Activities:** Import and warehouse; large stocks in four warehouses in USA.

**Products handled:** Stainless steel bars, rounds, hexagons, squares, flats, billets.

**Companies represented on agency basis:** Olarra SA (Olsa), Spain.

**American Processing Inc—see Allied Iron Co****Artco Industrial Co Inc**

**Head office:** 201 East 42nd Street, New York, NY 10017. **Tel:** 212 697 4490. **Telex:** ITT 420630. RCA 234032. **Cables:** Artcoindus.

**Management:** Arthur Himmel (president), Kenneth Kleinman (vice president). **Trading personnel:** Arthur Himmel, Jacques Bruyère (vice president), Kenneth Kleinman, Arthur Shanos, Jeffrey Himmel. **Established:** 1947. **Capital:** Exceeds \$10 million. **Ownership:** Private.

**ARTCO INDUSTRIAL COMPANY, INC.****Worldwide Traders in Steel Products**

Primes and Secondaries

Semis-Ingots, Slabs, Billets, Rods, Etc.

Finished-H.R., C.R., Galv. Sheets & Coils

Plates, Bars, Shapes, Pipe, Tinplate

**201 East 42nd St, New York, N.Y. 10017**

**Telephone:** 212-697 4490

**Cable:** Artcoindus

**Telex:** 234032 (RCA)-420630 (ITT)-710-581-3680 (TWX)

## UNITED STATES

**Artco Industrial Co Inc** (*continued*)

**Activities:** Import into, and export from USA; domestic trading; trading between many countries outside USA.

**Products handled:** All steel products—ingots, slabs, billets, wire rods, blooms, rails, structurals, plates, bars, sheets and coils (HR, CR and coated), tinplate. Prime and secondary grades.

**Members of:** Assn. of Steel Distributors Inc, American Institute for Imported Steel Inc.

**Associated Metals & Minerals Corp**

**Head office:** 30 Rockefeller Plaza, New York, NY 10020. **Tel:** 212 245 4700. **Telex:** RCA 232268 zincum. **Cables:** Zincum.

**Established:** 1923. **Ownership:** Parent company of Asoma—The Lissauer Group.

**Activities:** General traders in steel, steel scrap, pig iron, ferrous and non-ferrous ores and concentrates, standard and high temperature alloys, major and minor metals, chemicals, etc.

**Products handled:** Semi-finished steel, bars, structurals, flat rolled products, wire rods, wire products, tubulars.

**A. Baldwin & Co Inc**

**Head office:** 822 Perdido Street, New Orleans, LA 70112. **Tel:** 504 481 4681. **Telex:** 58274. **Cables:** Albald.

**Management:** Albert Baldwin Jr. (president), Richard K. Tudor (executive vice president), Edward L. O'Dwyer (manager, line pipe division), Patrick A. Kenney (traffic manager). **Trading personnel:** Albert Baldwin Jr., Richard K. Tudor, Edward L. O'Dwyer. **Established:** 1963. **Capital:** \$2 million plus. **Ownership:** Albert Baldwin Jr. (100%). **Branches:** Houston, TX; Camden, NJ.

**Activities:** Import/export.

**Products handled:** Steel tubular products, oil country tubular goods, line pipe, industrial pipe, merchant pipe, fasteners, castings, wire products.

**Companies represented on agency basis:** Daiwa Steel Tube Industries Co Ltd, Japan.

**Members of:** National Assn. of Steel Pipe Distributors (NASPD), American Institute for Imported Steel Inc (AISI), The Wire Assn. Inc, Chain Link Fence Manufacturers Assn. (CLFMI), International Fence Industry Assn. (IFIA).

**Balfour, Guthrie & Co Ltd**

**Head office:** 3055 Clearview Way, San Mateo, CA 94402. **Tel:** 415 572 8000. **Telex:** 339512. **Cables:** Balfour.

**Management:** J. E. Bellamy (president), R. J. Mendrella (vice president). **Trading personnel:** District managers—A. Low (Chicago), G. Helmer (Houston), R. Mendrella (Long Beach), J. Krider (Portland), F. Smith (San Mateo), R. Light (Seattle). **Established:** 1869. **Ownership:** Dalgety Ltd, UK. **Branches:** Chicago, Houston, Long Beach, Portland, Seattle.

**Activities:** Importers.

**Products handled:** Full range of carbon steel, wire and wire products, alloy bars.

**Companies represented on agency basis:** NV Bekaert SA, Belgium; New Zealand Steel Ltd, New Zealand; Pacific Steel Ltd (PSL), New Zealand; National Steel Corp (NSC), Philippines.

**Members of:** West Coast Metal Importers Assn.

**Bekaert Steel Wire Corp**

**Head office:** One Allegheny Square, Pittsburgh, PA 15212. **Tel:** 412 323 4400. **Telex:** 866680.



## UNITED STATES

**Bekaert Steel Wire Corp** (continued)

**Management:** Phillip H. Smith (president and chief executive officer), Eric A. J. DeBruyne (vice president, manufacturing and materials management), Richard L. Ross (vice president, controller/treasurer), Thomas I. Rodhouse (vice president, marketing), Carleen Kay Eldridge (corporate secretary), Matthew E. Nigut (director, human resources and administration). **Trading personnel:** Kenneth Hartock (J. Gerber & Co., New York), James Bellamy (Balfour, Guthrie & Co Ltd, San Francisco). **Established:** 1956. **Ownership:** NV Bekaert SA, Belgium. **Branches:** Terra Aqua Conservation Division, PO Box 7546, Reno, NV 89510 (plant); Cincinnati Warehouse, 11335 Reed Hartman Highway, Suite 112, Cincinnati, OH 45241; 140 & Lee Creek Road, Van Buren, AR 72956 (plant); PO Drawer G, Rome, GA 30161 (plant); 6600 Howard Street, Niles, IL 60648 (warehouse, sales office); 3200 West Market Street, Suite 303, Akron, OH 44313 (sales office); 1980 South Post Oak, Suite 1585, Houston, TX 77056 (sales office); 304 The East Mall, Suite 308, Toronto, Ont. M9B 6E2, Canada (sales office).

**Activities:** Import; manufacturing for domestic sales; stocks carried.

**Products handled:** Steel wire tyre cord and bead wire, steel hose reinforcing wire, steel manufacturers wire, steel wire products, stainless steel fibres, all in low carbon, high carbon, alloy and stainless.

**Companies represented on agency basis:** NV Bekaert SA.

**Bethlehem Steel Export Corp**

**Head office:** 701 East Third Street, Bethlehem, PA 18016. **Tel:** 215 694 2424.

**Telex:** 84 7333 bethexsls betm. **Cables:** Bethexport.

**Management:** G. W. Shook (president), J. S. Palmer (general sales manager).

**Established:** 1922. **Ownership:** Wholly-owned subsidiary of Bethlehem Steel Corp (parent company). **Subsidiary & associates:** Bethlehem Steel Export Co of Canada Ltd, Dominion Square Building, Room 903, Montreal, Que. H3B 3R7, Canada (G. C. Brown, manager of sales); and Box 70, Toronto-Dominion Bank Tower, Toronto-Dominion Centre, Toronto, M5K 1E7, Canada (J. D. Shea, manager of sales). Main activities—the sale in Canada of the steel products manufactured by the parent company. **Branches:** R. C. Comegys, European representative, Bethlehem Steel Export Corp, Brettenham House, Lancaster Place, Strand, London WC2E 7EN, UK. Foreign offices and representatives throughout the world.

**Activities:** Export, no stocks carried.

**Products handled:** Steel and allied products which are manufactured by Bethlehem Steel Corp.

**Bohler Bros. of America Inc**

**Head office:** 1625 West Belt North, Houston, TX 77043. **Tel:** 713 465 8373. **Telex:** 76 2275.

**Management:** Bernd J. Linden (president), Egon Kogler (vice president, manager specialty steel and forging division), Michael Mueller (manager welding division), Alexander Allen (manager Vogelbusch division), Barry Wieprecht (manager US Knife division), Robert Simmons (manager petrochemical equipment and tube division), George Hany (treasurer). **Trading personnel:** Bohler Intertrade Division of Bohler Bros. of America Inc. **Established:** 1970. **Ownership:** Vereinigte Edlstahlwerke AG. **Branches:** East Coast—Avon Industrial Park, 6 Kiddie Drive, Avon, MA 02322; Midwest—1235 Pratt Blvd., Elk Grove Village, IL 60007; West Coast—PO Box 19012, Portland, OR 97219.

**Activities:** Import and trading; stocks carried in service centres in all major industrial areas.

**Products handled:** High speed steels and tool steels, forgings, stainless tubes and pipes. Also welding consumables, petrochemical and oilfield equipment, alcohol technology engineering.

## UNITED STATES

**British Steel Co**

**Head office:** 210 East 22nd Street, PO Box 309, San Pedro, CA 90733. **Tel:** 213 547 4471. **Telex:** 68 6267.

**Management:** Robert E. Lloyd (president), William Bolton (vice president and secretary). **Trading personnel:** Peter C. Lloyd (materials manager), Stephen R. Smith (midwest sales manager for mid-western states). **Established:** 1959. **Capital:** \$25,000. **Ownership:** Private. **Subsidiary & associates:** British International Steel SA, Mexico (import steel mill products and import/export of engineering products). **Branches:** Midwest sales office—PO Box 555, Rochester, MI 48063.

**Activities:** Steel mill agents, import/export; no stocks carried.

**Products handled:** Special quality alloy, carbon and stainless billet and bar, steel extrusions, reinforcing bars, investment castings. Also sales to engineers and contractors of fabricated steelwork, tanks, heat exchangers and pressure vessels. Process plant for the metallurgical and environmental, food and fertiliser industries.

**Companies represented on agency basis:** Including Round Oak Steel Works Ltd, UK (HR and cold finished alloy and carbon bar through 10½" dia.); Hadfields Ltd, UK (alloy and carbon round cornered square billets); Sheerness Steel Co Ltd, UK (reinforcing bars, engineering quality bars and wire rods).

**Members of:** West Coast Metal Importers Assn.

**British Steel Corp Inc**

**Head office:** Dresser Tower, 601 Jefferson, Houston, TX 77002. **Tel:** 713 659 1000. **Telex:** WN 248 (international). 775 298 (domestic).

**Management:** Terence Stone (president).

**Browning Metals Corp**

**Head office:** 330 Madison Avenue, New York, NY 10017. **Tel:** 212 867 4545. **Telex:** 23 4573, 42 0970, 62 595. **Cables:** Brometals.

**Management:** Frederick M. Browning (president), Fred Heim (vice president). **Trading personnel:** Fred Heim, Murray Ferber, Melvin Ross. **Established:** 1959. **Ownership:** Browning Chemical Corp (parent company) (import, export and trading of industrial chemicals and allied products).

**Activities:** Imports, exports and warehousing.

**Products handled:** Stainless steel (wire, strip, bars, etc.), non-ferrous semi-finished mill products.

**Brumley-Donaldson Co**

**Address:** PO Box 5828, Vernon Stat., Los Angeles, CA.

**Caemi International Inc**—see Caemi Internacional SA, Brazil

**Canamex Commodity Corp**

**Head office:** 517 Washington Street, San Francisco, CA 94111. **Tel:** 415 781 3981. **Telex:** RCA 278684. WU 340444. **Cables:** Canamex.

**Management:** H. Dan Brunner (president), Giovanni Costabile (executive vice president), William (Tip) O'Neill (vice president), Kevin Carnahan (secretary). **Trading personnel:** Giovanni Costabile (stainless and specialty steels, molybdenum), Walter O. Bochow (finished and semi-finished steel products), Kathleen Wright (raw materials, molybdenum, coal and coke), William (Tip) O'Neill (general trading, coal and fertilisers), John Scollay (general trading, coal and fertilisers). **Established:** 1972. **Ownership:** Private. **Subsidiary & associates:** International Raw Materials, Philadelphia (international trading, raw materials, coal, coke, steel, fertilisers); Global Trading & Transport Ltd, Vancouver, Canada (international trading, transportation and chartering); Canamex

**UNITED STATES****Canamex Commodity Corp** (continued)

Coal Corp, Birmingham, AL (exploration, mining, preparation, transportation and marketing of coal); Canamex (Mexico) SA de CV (international trading, manufacturers representation).

**Activities:** Import/export merchants, sales and purchase, representations for and on behalf of major steel producers, warehouses and distributors, worldwide.

**Products handled:** All steel and associated products. Also coal and coke, molybdenum, chrome, ferro-alloys, sulphur, sulphuric acid.

**Cavexsa (USA) Inc**

**Head office:** 9535 Cottage Grove Ave. at 59th Street, Chicago, IL 60628. **Tel:** 312 7683131. **Telex:** 0206633-4.

**Chemimetal Inc**

**Head office:** PO Box 17253, Washington, DC 20041. **Tel:** 703 471 1980. **Telex:** 899409.

**Management:** S. W. Baumgart (president), J. Gordon (vice president). **Trading personnel:** J. Gordon (oil country tubular goods, electrical sheet (G.O.), chrome ore and concentrates). **Established:** 1974. **Subsidiary & associates:** Chemimetal SA†, Brussels (all steel and pipes, structural, pilings); Gateway International Co, Washington (wire, cable, aircraft, industrial equipment, lumber).

**Activities:** Import/export, no stocks carried.

**Products handled:** Pipes, tubes, grain-oriented electrical sheet, chrome ore and concentrates.

BUYING all forms  
of primary and secondary

**Cobalt Nickel**  
**Molybdenum Chrome**  
**Nickel Alloy Stainless**  
**Tungsten Tantalum**

**Allied Metals Corp.**  
A Division of Allied Iron/American Processing  
Low Carbon Iron Specialists  
320 E. 7 Mile Rd. Detroit MI 48203 U.S.A.  
Phone 313/368-7110  
Telex 231465 "Alliedmet"



## UNITED STATES

**Cockerill-Stinnes Steel Corp**

**Head office:** 750 Third Avenue, New York, NY 10017. **Tel:** 212 986 1515. **Telex:** 236459. **Cables:** Costins.

**Management:** Lothar F. Gue (president), Eve Houlihan (vice president), Henri Barbey (vice president), Charles F. Brennan (treasurer). **Trading personnel:** Lothar F. Gue, Eve Houlihan, Henri Barbey. **Established:** 1973. **Ownership:** Cockerill, Belgium. Stinnes AG.

**Activities:** Importers.

**Products handled:** Full line of finished steel products.

**Companies represented on agency basis:** Exclusive US distributor for Cockerill, Belgium.

**Members of:** American Institute for Imported Steel Inc.

**Cometals Inc**

**Head office:** One Penn Plaza, New York, NY 10001. **Tel:** 212 760 1200. **Telex:** RCA 233147. WU 125414. WUI 66501. **Cables:** NY Cometals New York.

**Management:** Harry Bauer (president), Joseph Lonner (vice president), John Rothschild (vice president). **Trading personnel:** J. Rothschild (ferrous raw materials). **Ownership:** Commercial Metals Co, USA.

**Activities:** Marketing products of parent company.

**Products handled:** Responsible for all company business in South East Asia and Australia.

**Commercial Metals Co**

**Head office:** 3000 Diamond Park Drive, Dallas, TX 75247 (PO Box 1046, Dallas, TX 75221). **Tel:** 214 631 4120. **Telex:** 73 2264. **Cables:** Cometals Dallas.

**Management:** Jacob Feldman (executive committee chairman), Charles W. Merritt (board of directors chairman), Stanley A. Rabin (president and chief executive officer), Marvin Selig (president of Steel Group), Lawrence A. Engels (chief financial officer and treasurer). **Trading personnel:** Bert Romberg (senior vice president, ferrous and non-ferrous marketing), Robert A. Draper (vice president, ferrous trading), J. M. (Mike) Evans (manager, steel products trading), Mark J. Singer (assistant manager, steel products trading), Carol Anne Gordon (trader, steel products), Tom DeBeaudry (trader, ferrous scrap and reolling). **Established:** 1914. **Capital:** \$70 million. **Subsidiary & associates:** Trading group—Cometals Inc, New York; Commonwealth Metal Corp, New Jersey; Cometals Far East Inc, Tokyo; Commercial Metals Co (S.E. Asia) Pte Ltd, Singapore; Commercial Metals (Belgium) SA, Brussels; Commercial Metals Co Holding AG, Zug, Switzerland; CMC Comércio de Metals Ltda, São Paulo; Commercial Metals de Mexico SA de CV, Mexico; Eurintrade SA, Moscow. Steel group—Structural Metals Co, Texas (mill); Houston Steel Service Co, Texas. **Branches:** The company owns 19 scrap processing plants located in the USA, whose managers report to the head office in Dallas. The Steel Group consists of a steel mill in Seguin, Texas and 14 fabricating and distribution warehouses whose activities are co-ordinated in Seguin. The company owns specialty operations which dismantle abandoned railway trackage, rebuild and repair railway cars, own and lease railway cars.

**Activities:** Importers of steel structural shapes, bar products, flat rolled coils and sheets, HR plates, reinforcing bars, wire rods and billets. Exporters of prime mill products as well as secondary and rerollable steel products. Warehouse system within Steel Group are stockists and fabricators.

**Products handled:** Exporters primarily of—cobble plates, billets and slabs (prime and secondary qualities), rerrollable steel products, wire rods, pig iron, ferrous scrap (all grades).

**Members of:** Institute of Scrap Iron & Steel, Bureau International de la Récupération, Associated Steel Distributors, Texas Assn. of Steel Importers, American Society for Testing & Materials, National Assn. of Recycling Industries.

**DO NOT FORGET** to look in Late Notes for late entries and amendments



## UNITED STATES

**Commodity Steel International Inc**

**Head office:** 8701 E. Eight Mile Road, Warren, MI 48089. **Tel:** 313 758 1040.  
**Telex:** 23 5331 comsteel warn. **Cables:** Comsteel Warn.

**Management:** Louis H. Golden (president), John E. Jacobs (vice president). **Trading personnel:** Louis H. Golden. **Established:** 1973. **Ownership:** Louis H. Golden.  
**Subsidiary & associates:** Commodity Steel International Inc is an export subsidiary of Commodity Steel & Processing Inc whose main activity is the processing and supplying of recycled secondary steel in a form suitable for manufacturing.

**Activities:** Export, stocks carried.

**Products handled:** Specialises in CR and HR waste wasters, alloy steel billets, spring steel flat bars, blooms, plate cobble, HR and CR coils and sheets, tinplate sheets and coils, painted sheets, Zincrometal sheets, galvanized sheets including corrugated, rounds, rod in coil, CR blanks. Also processing of coils and sheets, sheared and slit to size.

**Commonwealth Metal Corp**

**Head office:** 560 Sylvan Avenue, PO Box 1426, Englewood Cliffs, NJ. **Tel:** 201 569 2000. **Telex:** RCA 234773. WUI 135327, 135337. **Cables:** Commwel.

**Management:** R. L. Prosnitz (president), C. J. Shrem (executive vice president).  
**Established:** 1965. **Capital:** \$8 million. **Ownership:** Commercial Metals Co†, USA.  
**Subsidiary & associates:** Enterprise Metal Corp, New York; Commonwealth Metals—Pacific, Torrance, CA.

**Activities:** Marketing products of parent company.

**Products handled:** Responsible for all company business in Brazil and Argentina.

**Cosid Inc**

**Head office:** 100 East 42nd Street, New York, NY 10017. **Tel:** 212 682 6245.  
**Telex:** 224854 cosid, 620521 cosid. **Cables:** Amcosid New York.

**Management:** Harry Antebi (president). **Trading personnel:** See management.  
**Established:** 1964. **Capital:** \$1,300,000. **Ownership:** Continentale des Produits Sidérurgiques, France; Harry Antebi. **Subsidiary & associates:** Cosid Export Corp.

**Activities:** Import/export, stocks carried.

**Products handled:** Steel products, ferro-alloys, steel scrap and non-ferrous metals.

**Members of:** American Institute for Imported Steel Inc.

**Coutinho, Caro & Co Inc**

**Head office:** 1250 Broadway, Suite 3301, New York, NY 10001. **Tel:** 1 212 6955530. **Telex:** RCA 224228. **Cables:** Metalcouco New York.

**Management:** Peter H. Blohm (president), Ulrich Grabe (executive vice president and treasurer). **Established:** 1954. **Ownership:** Member of the Coutinho, Caro & Co group.

**Activities:** Import/export; import/export agency.

**Products handled:** Iron and steel products (market area covered: USA, except sales to US West Coast and Canada). Also non-ferrous metal products, paper and chemicals.

**Coutinho, Caro & Co (Pacific) Inc**

**Head office:** 2576 E. Victoria Street, Compton, CA 90220. **Tel:** 213 979 0111.  
**Telex:** 910 3467636 ccc Isa, 910 181163 metalcouco Isa. **Cables:** Metalcouco.

**Management:** Wolf Grunewald (president), Bernd D. Hildebrandt (senior vice president), Morris Rohrlück (senior vice president, administration), Roland Miyagishima (chief financial officer), Gene Ritchie (vice president), Jules Visser (vice president).

## UNITED STATES

**Coutinho, Caro & Co (Pacific) Inc** *(continued)*

**Established:** 1967. **Ownership:** Member of the CCC group. **Subsidiary & associates:** IMS Steel Inc, Salt Lake City, Utah.

**Activities:** Distributor carbon steel products.

**Products handled:** Carbon steel plates, standard shapes, wide flange beams, HR bars and strip, bar size shapes, CF bars, standard pipe, fence tubing, square and rectangular tubing. Market area covered: Western USA.

**Members of:** Assn. of Steel Distributors Inc, West Coast Metal Importers Assn.

**Creusot-Loire Steel Corp**

**Head office:** 400 Broadacres Drive, Bloomfield, NJ 07021.

**Management:** P. C. Sweeney (president), J. J. Gaffing (vice president, finance), D. Martin (general counsel and secretary). **Trading personnel:** D. Edwards (Canada and Mexico, plates, wire, wire rods, carbon, alloy and stainless steel), H. Utech (bars), P. Kezmarsky (rerolled products), F. Hayman (aviation forgings), H. Schweitzer (forgings).

**Established:** 1972. **Ownership:** Creusot-Loire SA, France.

**Activities:** Import/export; stockist.

**Products handled:** See under trading personnel.

**Members of:** Steel Service Center Institute.

**Daval Steel Products**

**Head office:** 750 Third Avenue, New York, NY 10017. **Tel:** 212 687 8500. **Telex:** 12 6028. **Cables:** Daval Steel New York.

**Management:** Michel Longchamp (president), Manfred Buck (vice president, sales), Dominique Devaney (vice president, finance). **Trading personnel:** Pierre Guilhot (manager, long products), Claude d'Esterno (manager, flat rolled products).

**Established:** 1971. **Capital:** \$1 million. **Ownership:** Francosteel Corp. **Branches:** Atlanta, GA (Tel: 404 321 5670); Chicago, IL (Tel: 312 297 0525); Houston, TX (Tel: 713 526 3219); Dayton, OH (Tel: 513 435 1820); Los Angeles, CA (Tel: 213 277 7920).

**Activities:** Import/export.

**Products handled:** HR and CR carbon steel, galvanized and aluminized coils, tinplate, wire rods, structurals, merchant bars, HSLA plate (carbon and pressure vessel quality), sheet piling.

**Companies represented on agency basis:** Sacilor—Aciéries et Laminoirs de Lorraine, France; AG der Dillinger Hüttenwerke, West Germany; Ziegler SA, France.

**Members of:** Assn. of Steel Distributors Inc, American Institute for Imported Steel Inc.

**Debevoise-Anderson Co Inc**

**Head office:** 3280 Post Road, PO Box 529, Southport, CT 06490. **Tel:** 203 259 1641. **Cables:** Debanders.

**Management:** Nils Anderson Jr. (president), J. F. Anderson (vice president), Sherin V. Reynolds. **Trading personnel:** See management. **Established:** 1905. **Capital:** \$1 million plus. **Ownership:** Private.

**Activities:** Merchants, sales agents, import/export; stocks carried.

**Products handled:** Ingots, slabs, blooms, hot and cold flat products, etc., pig iron, iron ore, manganese ore, magnesite, coke and ferro-alloys.

**Members of:** American Iron & Steel Institute, American Coke & Coal Chemicals Institute, American Society of Mechanical Engineers.

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**DO NOT FORGET** to look in Late Notes for late entries and amendments

## UNITED STATES

**Delaware Steel Co Inc**

**Head office:** 100 Residential Boulevard North, Bala Cynwyd, PA 19004. **Tel:** 215 839 1200. **Telex:** 834210 delsteel bcyn.

**Management:** Bernard B. Brownstein (board chairman), Jerald J. Brownstein (president), Howard B. Brownstein (vice president, operations), Jerome Feldman (vice president, sales). **Trading personnel:** Marc Teller, Donna M. Boyle, Roberta Stankiewicz, Sara J. Barker, Leonard Chazanoff. **Established:** 1946. **Ownership:** Private. **Branches:** Buffalo, NY; Los Angeles, CA; Youngstown, OH; Trenton, NJ; Mexico City.

**Activities:** Import/export; stocks carried.

**Products handled:** All flat rolled steel products, first and second quality. Also re-rollable salvage material.

**Members of:** Assn. of Steel Distributors.

**Delta Steel Inc**

**Head office:** 7700 San Felipe, Suite 555, Houston, TX 77063. **Tel:** 713 977 1333.

**Telex:** 792 384. **Cables:** Peinesteel Hou.

**Management:** Dieter J. Scherfenberg (president). **Trading personnel:** Ricky Richter (managing trading division). **Established:** 1963. **Ownership:** Stahlwerke Peine Salzgitter AG, West Germany (55%). Dieter J. Scherfenberg (45%). **Branches:** Metalsales, San Antonio; Metalsales, Corpus Christi; and Sigma Steel, Fort Worth—all are divisions of Delta Steel Inc.

**Activities:** Import/export; warehousing.

**Products handled:** HR steel and merchant products.

**Members of:** American Institute for Imported Steel Inc, Texas Assn. of Steel Importers.

# EMPIRE STEEL TRADING CO. INC.

**IRON & STEEL PRODUCTS  
NON-FERROUS METALS, SCRAP,  
RESIDUES, ORES, FERRO ALLOYS**

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Branches at Antwerp, Johannesburg

Agents throughout the world

## UNITED STATES

**F. W. Donnelly Co**

**Head office:** 1939 West Gray, Houston, TX 77019. **Tel:** 713 526 6792. **Telex:** TWX 910 881 5766 donnco hou.

**Management:** F. W. Donnelly (president). **Trading personnel:** F. W. Donnelly Jr. (sales manager). **Established:** 1970. **Ownership:** Private.

**Activities:** Manufacturer's agent. Carbon, alloy and stainless steels (sales to stockists); manufactured steel products (sales to petrochemical, oil and gas, and offshore industries).

**Doolan Industries Inc**

**Head office:** 303 Harper Drive, Moorestown, NJ 08057. **Tel:** 609 234 7110. **Telex:** 834733. **Cables:** Nalod Moorestown NJ.

**Management:** President—John H. Doolan. Vice presidents—Horst W. Huesken (executive), Thomas H. Doolan (export division), Frank J. Simone (tinmill division), William J. Albertus (sheetmill division), Jerry Kerwin (Tubular Goods Inc). **Trading personnel:** Richard Schwenk (sales manager), William Lynch, Charles Grandi. **Established:** 1938. **Ownership:** Doolan Steel Corp Inc.

**Activities:** Service Centre and warehousing all over the USA. Export/import and trading in the USA and third countries.

**Products handled:** Prime and secondary tinplate, blackplate, misprints, coils, sheets and strip, HR and CR coil and sheet, galvanized coil and sheets (plain and corrugated), cobble plate, mill plate overruns, prime and secondary pipe, tubing and oil country tubular goods.

**Elkem Inc**

**Address:** Park West Office Center, Cliff Mine Road, Pittsburg, PA 15275. **Tel:** 412 788 6490. **Telex:** 866365.

**Empire Steel Trading Co Inc**

**Head office:** 80 Wall Street, New York, NY 10005. **Tel:** 212 344 9700. **Telex:** RCA 222127. ITT 420660. WUI 667634. TWX 710 5812139. **Cables:** Steelunion New York.

**Management:** W. Kahn (president), P. Warner (executive vice president), N. Kahn (sales manager), C. Pollak (treasurer). **Trading personnel:** W. Kahn (chief trader), P. Warner and N. Johnson (traders), N. Kahn and C. Pollak (assistant traders). **Established:** 1940. **Subsidiary & associates:** Associated companies throughout the USA, South America, South Africa and Far East. **Branches:** Antwerp, Johannesburg, Buenos Aires, Belo Horizonte, Tokyo.

**Activities:** International trade, acting as principals on a global basis; covering steel finished products and semis, ores and raw materials, and non-ferrous metals.

**Products handled:** Steel products including CR coils, galvanized coils, reinforcing bars, joists, plates, wide flange beams, slabs, blooms, billets, HR coils, wire rods. Also basic steel making and foundry grade pig iron, ferro-chrome, ferro-nickel, ferro-vanadium.

**Members of:** American Iron & Steel Institute, Belgian American Chamber of Commerce.

**Ensisteel Inc**

**Head office:** 745 Fifth Avenue, New York, NY 10151. **Tel:** 212 838 2431, 212 751 8154-5. **Telex:** 866789 (international), 710 581 5247 (domestic).

**Management:** Ignacio Escario (president), Joseph M. Whinney (vice president).

**Trading personnel:** See management. **Established:** 1977. **Ownership:** Ensidesa—Empresa Nacional Siderúrgica SA, Spain.

**Activities:** Steel importer, no stocks carried.



## UNITED STATES

**Ensisteel Inc** (continued)

**Products handled:** HR coils and plates, CR coils, pipes, wide flange beams, galvanized sheets. Main areas: sales.

**Companies represented on agency basis:** Ensidesa—Empresa Nacional Siderúrgica SA, Spain (main product line—HR coils and plates, CR coils and plates, galvanized and wide flange beams); Perfrisa—Perfil en Frío SA, Spain (main product line—pipes and tubing). Market areas covered: For both, Ensidesa and Perfrisa, Ensisteel covers the East, West and Great Lakes areas of USA; and Montreal, Vancouver, Toronto and other cities in Canada.

**Erlanger & Co Inc**

**Head office:** 630 Fifth Avenue, Room 1650, New York, NY 10020. **Tel:** 212 765 3988. **Telex:** TWX 710 581 6239 erlangerco nyk. ITT 425063 urla ui. RCA 237308 erl ur. TRT 177709 erla ut. WUI erlanger 66113 uw.

**Branches:** 9300 Wilshire Blvd., Beverly Hills, CA 90212 (Tel: 213 550 6840. Telex: 67 4983 erlanger bvhl).

For further details see Erlanger Commercial Corp SA, Switzerland.

**Export-Union Düsseldorf Inc**

**Address:** 2934 South Columbine Street, PO Box 10338, Denver, CO 80210. **Tel:** 303 832 7867. **Cables:** Exundorf Denver Colorado.

**Fehr Bros. Inc**

**Head office:** 110 Wall Street, New York, NY 10005. **Tel:** 212 825 0580. **Telex:** RCA 232734. ITT 420189. **Cables:** Fairfall.

**Management:** Leslie Storyk (vice chairman), Jesse Weiss (president), Gert Breuer (executive vice president). **Trading personnel:** Harold Roth (steel), Ivan Weisz (industrial products, building materials), James Butler and Gert Breuer (bolts, nuts, fasteners), Robert Kamins (plastics and chemicals). **Established:** 1949. **Ownership:** Owned by the Fehr family. **Subsidiary & associates:** Fehr Bros. Industries Inc, New York (warehousing and distribution). **Branches:** Overseas offices in London, Liverpool, Vancouver, Hong Kong, Drogheda (Irish Republic), Durban, Sydney.

**Activities:** Import/export; warehousing stocks carried of some products.

**Products handled:** Steel division—sheets, coils, bars, channels, angles, flats, beams, piling, wire rods, pipes, tubing, special sections and high tensile bolts; steel export division—export of USA manufactured consumer merchandise; industrial products division—chain, p.c. strand wire, high carbon wires, cold heading wire, aircraft cable, wire rope, specialty fasteners, industrial hardware products, castings and forgings; building materials and farm supply division—nails, wire, foundation bolts, welded mesh, fencing, poultry netting, baler wire and barbed wire, etc.; fastener division—ferrous and non-ferrous fasteners, etc.; plastic and chemical division—plastic resins, industrial chemicals, metal compounds and scrap, etc.

**Members of:** American Institute for Imported Steel Inc.

**Feralloy Corp**

**Head office:** 5745 E. River Road, Chicago, IL 60631. **Tel:** 312 693 7050. **Telex:** 25 3769. **Cables:** Feralloy Chicago.

**Management:** President—N. J. Murphy. Vice presidents—T. B. Treadwell (general manager, Eastern division), C. F. Nelson (general manager, Southern division), P. C. White (general manager, Midwest division), R. B. Sippey (general manager, St. Louis division), D. C. Martensen (finance), W. K. Atkinson (senior). **Established:** 1954.

**Ownership:** Salzgitter Stahl GmbH, West Germany. **Branches:** Eastern Division, Davidson Lane, Newcastle, DE 19720; Midwest Division, 12550 S. Stony Island

## UNITED STATES

**Ferralloy Corp** *(continued)*

Avenue, Chicago, IL 60633; Southern Division, 100 Finley Avenue, Birmingham, AL 35204; St. Louis Division, 2500 Nameoki, Granite City, IL 62040.

**Activities:** Import/export; steel processing (sheeting and slitting); stocks at all four locations.

**Products handled:** Flat rolled steel products, HR, HR pickled and oiled, CR and galvanized.

**Companies represented on agency basis:** Peiner Stahllexport GmbH, West Germany; Salzgitter Stahl GmbH, West Germany (flat rolled products).

**Ferrostaal Corp**

**Head office:** 535 Fifth Avenue, New York, NY 10017. **Tel:** 212 687 4330. **Telex:** WU 127084 (domestic), RCA 232768 (international), ITT 420193 (international).

**Management:** Orwin B. Ahlers (president). **Established:** 1950. **Branches:** 1055 Texas Bank and Trust Tower, 6161 Savoy, Houston, TX 77036 (flat rolled products, structurals, alloy bars, oilwell casings, coil, etc.); 50 California Street, San Francisco, CA 94111 (rails).

**Activities:** Import/export; maintains stocks in Houston (alloy bars, oilwell casings, carbon plates).

**Products handled:** USA sales in Southwest, West Coast and Great Lakes (products in order of volume)—carbon plates, rails, alloy bars, oilwell casings, coils (HR, CR, galvanized).

**Members of:** American Institute for Imported Steel Inc.

**Firth Cleveland Steels Inc**

**Head office:** 230 Park Avenue, New York, NY 10017. **Tel:** 212 661 1100. **Telex:** ITT 42 1465. **Cables:** Firclev NY.

**Management:** Peter H. Garfunkel (president), Alvin H. Morowitz (vice president), Kenneth A. Kaye (vice president). **Trading personnel:** Alvin H. Morowitz and Kenneth A. Kaye (specialty steel sales). **Established:** 1959. **Capital:** \$2 million plus.

**Ownership:** Guest Keen & Nettlefolds Ltd, UK. **Subsidiary & associates:** Firth Cleveland Steel Strip Ltd, J. J. Habershon & Sons Ltd (high carbon CR spring steel), The Firth Co Ltd (high carbon galvanized wire).

**Activities:** Import and export for own account, also maintains warehouse stocks.

**Products handled:** Hardened and tempered spring steel strip, high carbon annealed spring steel strip, galvanized wire. Areas covered: USA, Canada, Mexico.

**Members of:** British American Chamber of Commerce, American Importers Assn.

Please see **Late Notes** for change of address.

**L. B. Foster Co**

**Head office:** 415 Holiday Drive, Pittsburgh, PA 15220. **Tel:** 412 928 3400. **Telex:** 710 664 4325.

**Management:** M. Porter (president), W. K. Kearus (executive vice president). **Trading personnel:** Harold Strickland (international division, Houston), A. E. Worn (export office, New Jersey). **Established:** 1918. **Ownership:** Private. **Subsidiary & associates:** Beau Steel Pipe (manufacturing ERW and large dia. pipe), Hydro Ash Inc (designers and builders of ash handling systems).

**Activities:** Manufacturer, distributor, fabricator and agents.

**Products handled:** All types of pipes, piling, rail.

**Companies represented on agency basis:** Both US domestic and European producers.

**Francosteel Corp**

**Head office:** 750 Third Avenue, New York, NY 10017. **Tel:** 212 687 8500. **Telex:** WU 126028. **Cables:** Daval Steel New York.

## UNITED STATES

**Francosteel Corp** (continued)

**Management:** M. Longchamp (president), M. Buck (vice president, sales), D. Devaney (vice president, finance), G. F. Bradford (vice president, traffic). **Trading personnel:** C. d'Esterno (product manager, flat rolled products), P. Guilhot (product manager, structurals and plates), R. LePage (manager, administration). **Established:** 1939. **Capital:** \$600,000. **Ownership:** Daval SA†, France.

**Activities:** Import/export agency.

**Products handled:** Steel products—shapes, flat rolled, wire rods, sheet piles, tinplate, wire, steel containers.

**Companies represented on agency basis:** Sacilor—Aciéries et Laminoirs de Lorraine, France; AG der Dillinger Hüttenwerke, West Germany; Traylor, France. Market area covered: USA.

**Members of:** American Steel Importers Assn. Inc.

**Frère-Bourgeois (USA) Inc** (formerly **Marcel Loeb Co Inc**)

**Head office:** 919 Third Avenue, New York, NY 10022. **Tel:** 212 752 7350. **Telex:** 234562. **Cables:** Frebourg New York.

**Management:** Erwin L. Klein (president), Marcel Loeb (board vice chairman). **Trading personnel:** Margita Brunner, Jeff Malakoff. **Established:** 1939 (ownership changed 1976). **Capital:** \$500,000. **Ownership:** Frère-Bourgeois Commerciale SA†, Belgium.

**Activities:** Export/import.

**Products handled:** Steel material especially structural steel.

**Companies represented on agency basis:** Frère-Bourgeois Commerciale SA†, Belgium; Laminoirs de Longtain, Belgium.

**Members of:** American Institute for Imported Steel Inc (Marcel Loeb is co-founder and treasurer).

**J. Gerber & Co Inc**

**Head office:** 855 Avenue of the Americas, New York, NY 10001. **Tel:** 212 971 3700. **Telex:** 421275, 421734. **Cables:** Afrigerber.

**Management:** Charles Stern (president); H. D. Ashley, Kenneth Hartoch and Bruce R. Klein (vice presidents). **Trading personnel:** See management. **Established:** 1937. **Capital:** \$5 million. **Ownership:** Private. **Subsidiary & associates:** Companies unrelated to steel business.

**Activities:** Import, export and warehousing.

**Products handled:** Steel wire and wire products, flat rolled steel, bars, beams. Also non-ferrous products.

**Companies represented on agency basis:** NV Bekaert SA, Belgium; Iscor—South African Iron & Steel Industrial Corp Ltd, South Africa; Stewarts & Lloyds, South Africa.

**Members of:** American Institute for Imported Steel Inc.

**Guggenheim International Corp**

**Head office:** 215 Fourteenth Street, Jersey City, NJ 07302. **Tel:** 201 656 3220, 212 571 1180. **Telex:** 423806, 012457. **Cables:** Guggenheim Jersey City NJ.

**Management:** Edward Fielding (president), Irwin Mendoza (executive vice president), Jacques du Bois (vice president), Robert Flynn (vice president), Buddy Strauss (vice president). **Trading personnel:** Jacques du Bois (exports, all products), Irwin Mendoza (imports and domestic sales, copper and brass), Buddy Strauss (imports and domestic sales, aluminium and stainless steel). **Established:** 1954. **Ownership:** Wholly-owned subsidiary of Intsel Corp, USA (member of Pechiney Ugine Kuhlmann group).

**Activities:** Import, distribution, export.

**Products handled:** Domestic sales—copper and brass, aluminium, stainless steel sheets, plates, coil, tubes, bars, wire, circles, etc. Export sales—as above products, and also steel, all scrap, general trading.

**Members of:** Steel Service Center Institute, American Importers Assn., Copper Club.

## UNITED STATES

## Gulf Steel Corp

**Head office:** 1110 Lockwood Drive, Houston, TX 77020. **Tel:** 713 676 1271. **Telex:** 775287.

**Established:** 1968. **Ownership:** Asoma—The Lissauer Group.

**Activities:** Import with warehouses in Houston, Grand Prairie, Memphis, Tulsa.

**Products handled:** Pipes, tubing, plates, flat rolled products, structurals and shapes.

**Members of:** Assn. of Steel Distributors Inc.

## Hanwa American Corp

**Head office:** 485 Lexington Avenue, New York, NY 10017. **Tel:** 212 867 3160.

**Telex:** ITT 422029. **Cables:** Hanwa Kogyo New York.

**Management:** Jiro Kita (president); Tomoharu Nitoh (vice president); Ryosaku Naide, Shigeru Kita and Takashi Iwami (directors); Kenji Yoshida (secretary). **Trading personnel:** Yoji Morihana (general), Yasuo Tomiyama (flat rolled products), Jack Satin and Kazuhisa Shiotani (pipes), Irving Hertzberg and Jai Dave (wire, fasteners). **Established:** 1968. **Capital:** \$1,500,000. **Ownership:** Hanwa Co Ltd, Japan. **Subsidiary & associates:** Cold Header Machine Corp (sales of cold heading machines). **Branches:** Houston, Seattle, Los Angeles, Chicago.

**Activities:** Import agency, no stocks carried.

**Products handled:** Flat rolled products, structurals, sections, bars, pipes and tubes, wire and wire products.

**Companies represented on agency basis:** Main Japanese steel mills.

**Members of:** American Institute for Imported Steel Inc.

## Harlow & Jones (Chicago) Inc

**Head office:** Prudential Plaza, Suite 2301, 130 East Randolph Drive, Chicago, IL 60601. **Tel:** 312 565 1960. **Telex:** 285344.

For further details please see **Late Notes**.

## Harlow & Jones Inc

**Head office:** 777 Summer Street, PO Box 250, Stamford, CT. **Tel:** 203 324 5775.

**Telex:** WU 965962. **Cables:** Harlojones Stamford.

**Management:** Karl Greve (president), Pierre Quintana (vice president). **Trading personnel:** Karl Greve, Pierre Quintana, Andrew Lubin (non-ferrous), Yong K. Kim, Richard Pollan. **Established:** 1971. **Capital:** \$250,000. **Ownership:** Harlow & Jones (Holding) Co Inc. **Subsidiary & associates:** Member of the Harlow & Jones group.

**Activities:** Import and export of steel; trading.

**Products handled:** Billets, slabs; CR, HR and galvanized coils; plates; structurals; rebars and wire rods.

**Members of:** National Assn. of Recycling Industries (NARI).

## R. W. Hebard & Associates Inc

**Head office:** 825 Third Avenue, New York, NY 10022. **Tel:** 212 421 4590. **Telex:** ITT 421180. WU 126159. **Cables:** Hebasco.

**Management:** J. V. Wyckoff (president), Fernand Lamesch (vice president), M. D. Bravman (secretary and treasurer). **Trading personnel:** P. Schumann (sales manager).

**Established:** 1946. **Ownership:** Cia Siderúrgica Belgo-Mineira, Brazil.

**Activities:** Sales representative for USA and Canada for parent company.

**Products handled:** Low and high carbon steel wire, welding wire, PC strand and wire, copper coated and galvanized wire.

**Members of:** Wire Assn. International Inc.

## Hille & Müller Inc

**Address:** 287 Shaker Road, PO Box 213, East Longmeadow, MA 01028. **Tel:** 413 5254239. **Telex:** 955312.



## UNITED STATES

**Hoesch America Inc**

**Address:** 3340 Peachtree Street N.E., Tower Place 2470, Atlanta, GA 30326. **Tel:** 404 261 7111. **Telex:** 549505. **Cables:** Hoesch Am.

**Management:** U. K. Stehr (president), Helmut Schroeder (executive vice president), Ulrich Brinkmann (vice president), Wolfgang Osmerg (vice president), Phyllis Robinson (secretary and treasurer). **Trading personnel:** Klaus Thomas (basic steel and technical products), J. R. O'Neil (specialty steel), Heinrich Hall (basic steel and technical products), Wolfgang Karkoska (wire rope, wire, nationwide), Don Kortenaar (sheet piling, pipe and tubing, nationwide), Malcolm Gill (basic steel, West Coast), Werner Schulte-Derne (sales manager, wire and wire products), Tony Galanti (wire and wire products, New England States), Larry Depersia (basic steel, wire products, Great Lakes area). **Established:** 1957. **Ownership:** Hoesch Werke AG, West Germany.

**Activities:** Import/export.

**Products handled:** Basic steel products: Steel sheets and coils (HR, CR, hot-dipped galvanized, electro-galvanized, painted), plates, shipbuilding materials, bars and structurals, flats, rounds, channels and angles, CR strip, slabs, billets, extruded profiles, tinmill products, steel pipe, tubes, steel sheet piling, pipe piling, wire and wire products, wire rope, products for the offshore industry. Also brass, tombac, copper, tin, zinc, aluminium; coke and coal in all forms; plastics; cranes; slitting lines; painting lines; spiral weld pipe plants, etc.

**Members of:** American Importers Assn.

**A.W. Horton & Co Inc**

**Head office:** 740 E. Colorado Blvd., Pasadena, CA 91101. **Tel:** 213 449 2721. **Telex:** 67 5488. **Cables:** Ferrous.

**Management:** Alvin W. Horton (president). **Trading personnel:** See management. **Established:** 1951. **Capital:** \$500,000. **Ownership:** California corporation owned by Mr. & Mrs. A. W. Horton.

**Activities:** Importers of all kinds of pressure tubing, seamless and welded, ferrous and non-ferrous, from about 21 countries for sale to customers all over USA.

**Members of:** West Coast Metal Importers Assn.

**Imperial Universal Inc**—see Nanlien International Corp,  
Taiwan

**Ingersoll Johnson Steel Co, Division of A. Johnson & Co Inc**

**Head office:** State Road 38 West, New Castle, IN 47362. **Tel:** 317 529 0120. **Telex:** 27 492.

**Management:** T. G. John (president), A. S. Freed (vice president, operations), G. W. Stamm (vice president, marketing), W. C. Zepf (vice president, finance). **Trading personnel:** B. R. Leslie (general sales manager), J. N. Morris (stainless product manager), M. E. Kenney (inside sales, export/import). **Established:** 1978. **Ownership:** A. Johnson & Co Inc†, USA. **Branches:** Sales offices—2400 E. Devon Avenue, Suite 318, Des Plaines, IL 60018; 215 Welsh Pool Road, Lionville, PA 19353; 660 Newport Center Drive, Suite 1245, Newport Beach, CA 92660; 525 N. Belt East, Suite 240, Houston, TX 77060; PO Box 6059, Oakland, CA 94603; 31 Euston Road, Garden City, NY 11530.

**Activities:** Agency; integrated producer of stainless steel plates, tool steel sheets and plates, saw steels, and tri-ply agricultural implement plate; stocks of stainless plates carried.

**Products handled:** Stainless plates, tool steel sheets and plates, saw steel.

**Companies represented on agency basis:** Avesta Jernverks AB, Sweden.

**Members of:** American Iron & Steel Institute (member), Steel Service Center Institute (associate member), Steel Plate Fabricators Assn. (associate member).

## UNITED STATES

**Instco Ltd (International Steel & Commodity Co)**

**Head office:** 444 Madison Avenue, New York, NY 10022. **Tel:** 212 751 4801. **Telex:** WUI 62420. WU 645202.

**Management:** Rolf Heitmeyer (president), Sylvia Reinoso (secretary). **Established:** 1973. **Ownership:** Rolf Heitmeyer. **Subsidiary & associates:** Instco Export Ltd, New York (export).

**Activities:** Import/export; distributing out of warehouses in Philadelphia, Bridgeport, Charleston and on a future basis in the entire USA.

**Products handled:** Steel products—entire range of both long products as well as flat rolled steel products, with emphasis on wide flange beams, CR and HR coils, plates, special steels.

**Members of:** American Institute for Imported Steel Inc.

**Intercontinental Metals Corp**

**Head office:** 6525 Morrison Blvd., Suite 301, PO Box 220263, Charlotte, NC 28222. **Tel:** 704 364 0412. **Telex:** 572512.

**Management:** Wolfgang Jansen (president), Juergen Koch (executive vice president), Wilburn Robinson (vice president, controller), Ross Annable (treasurer), Axel Nemitz (vice president, commercial), Mutherz Gaier (vice president, operations). **Trading**

**personnel:** International—Klaus Becker and Frank Graham. Domestic—Axel Nemitz, Frank Szechenji (manager, long products), Theo Jansen (manager, flat products), Fred Hutson (manager, pipe and tubular goods). **Established:** 1977. **Capital:** \$3,500,000.

**Ownership:** Wolfgang Jansen (60%); F. A. Zoellner (25%); various officers of the company (15%). **Subsidiary & associates:** Subsidiaries—Exposaic Industries Inc, Mount Airy, NC (ready mix and precast concrete, wire mesh, etc.); Kentucky Steel Holdings (50% in Ohio River Steel Corp); Mountain Holding Co (Berg Steel Pipe Corp, joint venture). **Branches:** Cleveland, Boston, Chicago, Houston, Charleston, Montreal, Düsseldorf, Buenos Aires.

**Activities:** International trading; steel warehousing; manufacturing.

**Products handled:** All steel products, excluding scrap.

**Members of:** American Iron & Steel Institute.

**International Raw Materials Ltd**

**Address:** The Philadelphia Bourse, Independence Mall East, Philadelphia, PA 19106.

**Tel:** 215 928 1010. **Telex:** WU 831916.

**Activities:** International trading, raw materials, coal, coke, steel, fertilisers.

**Intsel Southwest**

**Head office:** 10220 Old Katy Road, Houston, TX 77043. **Tel:** 713 468 2605.

**Management:** William F. Kalinec (president), Paul W. Mowrey (vice president, sales), Neil J. Parsley (vice president, operations). **Established:** 1954. **Ownership:** Intsel Corp, USA.

**Activities:** Material purchased from both domestic and foreign suppliers, stocked and distributed primarily in Southwest USA.

**Products handled:** Carbon steel—structurals, bars, flat rolled products; stainless steel—pipes, fittings, flanges, bars, plates, sheets.

**ISG New York Metals Corp**

**Head office:** 29th Floor, 919 Third Avenue, New York, NY 10022. **Tel:** 212 751 5346. **Telex:** TWX 710 581 6043. **Cables:** Isgnyco Newyork.

**Management:** Jack Herschcopf (president). **Established:** 1976. **Subsidiary & associates:** ISG Pennsylvania Corp, Pittsburgh; ISG Internationale Staalverkopen BV, Rotterdam, Netherlands; ISG California Corp, Napa, CA.



# **Intercontinental Metals Corporation**

Semi-Finished Products

Hot Rolled Plate

Hot Rolled Sheet and Coil

Structurals

Merchant Bar

Pipe

Wire Rods

Cold Rolled Sheet and Coil

Galvanized Sheet and Coil

Tin Plate

Specialty Steel Products

## **CHARLOTTE NORTH CAROLINA**

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Telex: 572512

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DUESSELDORF, WEST GERMANY

## UNITED STATES

**ISG New York Metals Corp** (*continued*)

**Activities:** Import/export of full range of steel and steel products.

**Products handled:** Steel and steel products; raw materials. Also non-ferrous metals.

**Companies represented on agency basis:** ISG Pennsylvania Corp, USA.

**ISG Steel Corp**

**Head office:** 625 Stanwix Street, Suite 2401, Pittsburgh, PA 15222. **Tel:** 412 281 5381. **Telex:** 866435. **Cables:** lsgcorp.

**Management:** Egon M. Gross (president), Robert W. Scarnecchia (vice president).

**Trading personnel:** Thomas Rinne (general manager, sales). **Established:** 1975.

**Capital:** \$50,000. **Ownership:** ISG Beheersmattschappij de Nederland BV, Netherlands.

**Subsidiary & associates:** ISG Extrusion Toolings Inc (manufacture of steel tooling for extrusion industry), ISG Composite Steel Dies Inc (manufacture of steel dies for automotive industry), ISG Internationale Staalverkoop BV (steel sales). **Branches:** Schreiber Industrial Park, New Kensington, PA 15068; 1500 Jarvis Avenue, Ferndale, MI 48220; 1387 Piedmont, Troy, MI 48084; 1480 S.E. Manitou Trail, Suttons Bay, MI 49682.

**Activities:** Import/export, stocks carried.

**Products handled:** Alloy tool steel and stainless steel bars; open die forgings, up to 120,000 lb. finished weight; HR and CR strip in alloy and stainless steel; alloy steel castings, up to 130,000 lb. finished weight.

**Companies represented on agency basis:** Edelstahlwerke Buderus AG, West Germany (stainless strip, open and closed die forgings, die blocks, tool steels, finished-machined parts); Sofapo, France (steel castings, finished-machined); Inoxium SAT, France (stainless steel strip).

**C. Itoh & Co (America) Inc**

**Head office:** 270 Park Avenue, New York, NY 10017. **Tel:** 212 953 5200. **Telex:** RCA 232837 and 232602 ito ur. ITT 420214 and 420225 itoh ui. WUI 620335 citohco, 661116 citoh. WUD 12297, 12460 and 125873 citoh. TWX 710 581 5554 citoh co ny. **Cables:** Citohco Newyork Ny, Itoame Newyork Ny.

**Branches:** Pittsburgh, Portland, Akron, Birmingham, Chicago, Dallas, Fresno, Houston, Atlanta, San Francisco, Seattle, Los Angeles, Detroit.

**Itoman (USA) Inc**

**Address:** 1211 Avenue of the Americas, New York, NY 10036. **Tel:** 212 869 1700. **Telex:** 23 233548, 230 125851.

**Iwatani & Co Ltd**

**Address:** 450 Seventh Avenue, New York, NY 10001. **Tel:** 212 564 3546. **Telex:** 236050 iwac ur.

**J.A.R. Holdings Corp**

**Head office:** 44 S. Broadway, White Plains, NY 10601. **Tel:** 914 997 9344, 212 379 0357. **Telex:** RCA 229653. WU 996513. **Cables:** Jartrade White Plains.

**Management:** Robert M. Waisfisz (president), Mrs. Rhoda Waisfisz (vice president).

**Trading personnel:** Arlene Macdonald (accounting). **Established:** 1980.

**Ownership:** Mr. & Mrs. Robert M. Waisfisz.

**Activities:** Import/export; stocks carried occasionally.

**Products handled:** Finished steel products, secondary steel products, steel products suitable for re-rolling, tin mill products and ferrous scrap.

**Members of:** Institute of Scrap Iron & Steel (ISIS), Bureau International de la Récupération (BIR).



## UNITED STATES

**A. Johnson & Co Inc**

**Head office:** 110 East 59th Street, New York, NY 10022. **Tel:** 212 785 3200. **Telex:** WU 666452. RCA 234013. **Cables:** Avesta Newyork.

**Management:** Robert M. Lynch (president), John W. Priesing (executive vice president). **Trading personnel:** Grant T. John (president, Ingersoll Johnson Steel Co), Brian R. Leslie (general sales manager, Ingersoll Johnson Steel Co), George Stamm (vice president marketing, Ingersoll Johnson Steel Co). **Established:** 1920.

**Ownership:** Member of the Axel Johnson group. **Subsidiary & associates:** Ingersoll Johnson Steel Co, USA (specialty steel producers). **Branches:** 2400 East Devon Avenue, Suite 318, Des Plaines, IL 60018; 215 Welsh Pool Road, Lionville, PA 19353; Wells Fargo Building, 660 Newport Center Drive, Suite 1245, Newport Beach, CA 92660; 525 North Belt East, Suite 240, Houston, TX 77060.

**Activities:** Manufacturing; import/export; stocks carried.

**Products handled:** Stainless steel sheets and plates; tool and saw steel; stainless steel welding electrodes and wire.

**Companies represented on agency basis:** Avesta Jernverks AB, Sweden on firm account basis for the USA.

**Members of:** American Iron & Steel Institute (AISI), West Coast Metals Importers Assn., Steel Slate Fabricators Institute, Steel Service Center Institute.

**The Jordan International Co**

**Head office:** 2150 Chapel Street, New Haven, CT 06515. **Tel:** 203 389 4577.

**Cables:** Jordanmill.

**Management:** Nathan Milikowsky (president), Daniel Milikowsky (vice president).

**Trading personnel:** See management. **Established:** 1949.

**Activities:** Import/export, stocks carried.

**Products handled:** Flat rolled products.

**Kanematsu-Gosho (USA) Inc**

**Head office:** One World Trade Center, Suite 4811, New York, NY 10048. **Tel:** 212 432 0900. **Telex:** RCA 22 2318. ITT 42 0289. WUI 62 0756. WU 01 2212. **Cables:** Kanegold.

**Branches:** 3155 West Big Beaver Road, Suite 209, Troy, MI 48084 (Tel: 313 643 7885-7. Telex: WU 023 0520. Cables: Kanegold Troymichigan); 543 West Algonquin Road, Arlington Heights, IL 60005 (Tel: 312 437 7010. Telex: WU 028 2438, 025 4306. Cables: Kanegold Arlingtonheights Illinois); First National Bank Tower, Suite 3331, 1300 S.W. Fifth Avenue, Portland, OR 97201 (Tel: 503 224 7755. Telex: TWX 910 464 4799. WU 360 622, 360 510, 360 554. Cables: Kanegold, Kanewood); 420 Cotton Exchange Building, PO Box 2747, Dallas, TX 75201 (Tel: 214 742 2342-3. Telex: WU 073 2283. Cables: Kanegold); 333 South Hope Street, Suite 2800, Los Angeles, CA 90017 (Tel: 213 626 1123. Telex: WU 067 4436. Cables: Kanegold); California First Bank Building, 19th Floor, 350 California Street, San Francisco, CA 94104 (Tel: 415 788 3800. Telex: WU 03 4415. Cables: Kanegold); 1500 First City National Bank Building, Houston, TX 77002 (Tel: 713 652 2952. Telex: WU 077 5129. Cables: Kanegold); 11800 Westinghouse Blvd., PO Box 15215, Charlotte, NC 28210 (Tel: 704 588 0900. Telex: WU 57 5274. Cables: Kanegold).

**Kawasho International (USA) Inc**

**Head office:** 299 Park Avenue, New York, NY 10017. **Tel:** 212 371 0990. **Telex:** 420618 ktc ui, 126755 kawasho nyk. **Cables:** Kawasho Newyork.

**Branches:** Security Pacific Plaza Building, 333 South Hope Street, Suite 3620, Los Angeles, CA 90015 (Tel: 213 620 1104. Telex: 0677515 kawasho lsa. Cables: Kawasho Los Angeles); 44 Montgomery St., Suite 1766, San Francisco, CA 94104 (Tel: 415 391 7242. Telex: 340536 kawashonyk sfo. Cables: Kawasho San Francisco); 1100 Milam, Suite 3505, Houston, TX 77002 (Tel: 713 651 9881. Telex: 0762909 kawasho hou. Cables: Kawasho Houston); 1140 Denny Building, 2200 6th Avenue, Seattle, WA 98121 (Tel: 206 622 3856. Telex: 328022 kawasho sea).

## UNITED STATES

**Kawatetsu Bussan America Corp**

**Head office:** 277 Park Avenue, New York, NY 10017. **Tel:** 212 688 3785. **Telex:** 232206, 427048. **Cables:** Yamatei Newyork.

**Kinsho-Mataichi Corp**

**Address:** 80 Pine Street, New York, NY 10005. **Tel:** 212 269 8600. **Telex:** 420909. **Cables:** Kinshoji Newyork.

**Klöckner Inc**

**Head office:** 666 Old Country Road, Garden City, NY 11530. **Tel:** 516 222 0330. **Telex:** WU 96 0280. **Cables:** Amklock Gardencityny.

**Management:** F. W. Mueller (president), Wolfgang H. Sander (executive vice president), Walter Luft (treasurer), Manfred Willmann (secretary). **Trading personnel:** Rolf Mainz (assistant vice president and district manager, Chicago), Thomas Gelsdorf (assistant vice president and district manager, Houston), Lothar Tries (assistant vice president and district manager, Los Angeles), Heinz J. Wiecken (general manager, Toronto), Alson J. Waghorne (district manager, Mexico City), Eric Avila (general manager, Guatemala City), Ulrich von den Hoff (district manager, San Juan). **Established:** 1951. **Capital:** \$5 million. **Ownership:** Wholly-owned subsidiary of Androsorbis AG, Switzerland. **Subsidiary & associates:** Steel Distributors Inc, Houston; American Steel Corp, New Orleans; and Tricon Inc, Fremont (all three companies are wholly-owned subsidiaries of Klockner Inc and are steel warehouses/service centres). **Branches:** Chicago (Tel: 312 297 0670); Houston (Tel: 713 627 7310); Los Angeles (Tel: 714 833 8970); Toronto, Canada (Tel: 416 491 5441); Mexico City, Mexico (Tel: 905 550 2462); Guatemala City, Guatemala (Tel: 502 2 323703); San Juan, Puerto Rico (Tel: 809 722 2115).

**Activities:** International steel trade; stocks carried at the warehouses/service centres.

**Products handled:** All carbon flat rolled steel including bars, structural steel, and tubular products; stainless steel.

**Companies represented on agency basis:** Klöckner & Co, West Germany and Klöckner-Werke AG, West Germany (representing their entire product line for North and Central America).

**Members of:** American Institute for Imported Steel Inc, Assn. of Steel Distributors Inc.

**Paul Koretz Co**

**Head office:** 128 Central Park South, New York, NY 10019. **Tel:** 212 246 6761. **Telex:** 423460 pako ui. **Cables:** Pakorint.

**Management:** Paul Koretz (owner). **Established:** 1953.

**Activities:** Import (on brokerage basis), export, no stocks carried.

**Products handled:** Rolled steel products including tubular goods; imports continental USA; export worldwide.

**Members of:** American Institute for Imported Steel Inc, American Society for Testing & Materials (ASTM).

**Krupp Steel Products Inc (Universal Steel Co)**

**Head office:** 7670 Woodway, Suite 380, Houston, TX 77063 (PO Box 2209, Houston, TX 77001). **Tel:** 713 977 2678. **Telex:** 76 2354. **Cables:** Ksp Hou.

**Management:** Wolfgang Femers (president); Werner A. Heinoldt (executive vice president and treasurer); Peter Brebach, Dirk R. Schneider and Dietrich H. Seraphin (vice presidents). **Trading personnel:** Purchasing and sales—Peter Brebach, Dietrich H. Seraphin, Dirk R. Schneider (New York), Manfred Eickholz (Long Beach), Bill Stracke (Tampa), Eldon Hylton (Houston). **Established:** 1968. **Capital:** \$450,000.

**Ownership:** Fried. Krupp GmbH, West Germany. **Subsidiary & associates:** Diversified Steel Services Inc, Tampa (retailing steel). **Branches:** Warehouses (trade name Universal Steel Co)—15915 Jacintoport Blvd., Houston, TX; 2000 North 170th

## UNITED STATES

**Krupp Steel Products Inc (Universal Steel Co) (continued)**

Street, East Avenue, Tulsa, OK; Harbor Project, Vicksburg, MS. Sales offices—3407 W. Buffalo Avenue, Suite 245, Tampa, FL 33607; 444 West Ocean Blvd., Suite 1506, Long Beach, CA 90802; 550 Mamaroneck Avenue, Harrison, NY 10528.

**Activities:** Import; stocks carried at the warehouses.

**Products handled:** Carbon steel of all types and sizes.

**Members of:** American Institute for Imported Steel Inc, Texas Assn. of Steel Importers, Assn. of Steel Distributors Inc, West Coast Metal Importers Assn.

**Lee Steel of Sheffield Inc**

**Head office:** Adams Street, Bedford Hills, NY 10507. **Tel:** 914 241 1402-3. **Telex:** 137459 bhls.

**Management:** Hugh S. Coward (executive vice president). **Established:** 1973.

**Ownership:** Wholly-owned subsidiary of Arthur Lee & Sons Ltd, UK. **Subsidiary & associates:** Other members of the Lee group of companies—Lee Bright Bars Ltd (manufacturers of cold drawn steel bars), Lee Steel Strip Ltd (manufacturers of CR precision steel strip), Lee Steel Wire Ltd (manufacturers of round, shaped and precision rolled flat wire), John Shaw Ltd (manufacturers of wire ropes and terminals, etc.).

**Activities:** Import, North American selling arm for parent company.

**Products handled:** Bright bars; CR strip; wire and wire rope produced in carbon, stainless and alloys.

**Members of:** American Importers Assn.

**Liberty Steel & Metals Corp**

**Head office:** Time and Life Building, Rockefeller Center, New York, NY 10020. **Tel:** 212 586 0307. **Telex:** RCA 224148. ITT 425502. **Cables:** Libertin.

**Management:** Russell Green (president and treasurer), Alan R. Green (vice president), B. L. Green (secretary). **Trading personnel:** M. C. Ramirez (export manager), H. N. Miltenberg (marketing director), B. Lind (oil well casing and line pipe), S. Seadler (alloys). **Established:** 1951. **Capital:** \$500,000. **Ownership:** The management officers as above.

**Activities:** Export; stockists.

**Products handled:** Worldwide coverage for export of electrolytic tinplate (primes and waste waste and misprints); CR steel sheets (primes and seconds); HR steel sheets (primes and seconds); plates (primes, seconds and cobbles); stainless steel sheets (primes and seconds); oil well casing (API monogram—all grades); API line pipe and oil drill pipe; high temperature and anti-corrosion alloys and superalloys; carbon and alloy steels; merchant bars, reinforcing bars, galvanized sheets (primes and seconds). Also nickel alloys, molybdenum, tantalum, tungsten, columbium, hafnium, rhenium, magnesium, powdered metals, cement.

**LIBERTY STEEL & METALS CORP.**

TIME AND LIFE BUILDING, ROCKEFELLER CENTER, NEW YORK, N.Y. 10020

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## UNITED STATES

**B. S. Livingston & Co Inc**

**Head office:** 60 East 42nd Street, New York, NY 10017. **Tel:** 212 867 9020. **Telex:** WU 126035. RCA 234362. ITT 420629. **Cables:** Livingston Nyk.

**Management:** Alfred Schnog (president, all trading activities), Albert Ouaknine (senior vice president, tin mill products), Lawrence Schupak (senior vice president, non-ferrous mill products and oil country tubular goods), Maurice Teich (vice president, semi-finished rod and bar products). **Established:** 1963. **Capital:** In excess of \$2 million. **Ownership:** Shares privately held. **Subsidiary & associates:** B. S. Livingston Export Corp, Disc (subsidiary).

**Activities:** Import/export.

**Products handled:** Pig iron, semi-finished steel products, tin mill products, secondary tin mill products, steel sheets and coils, steel plates, wire and wire rods, carbon and alloy steel bars, structural steels, pipe and tubular products, finished steel products, secondary steel products, steel products (suitable for re-rolling, forging or redrawing), stainless steel secondaries and excess stock, stainless steel products. Also non-ferrous mill products, ferro-alloys, ores, iron and steel scrap.

**Members of:** American Institute for Imported Steel Inc, Assn. of Steel Distributors Inc.

**Murray M. Magloff**

**Head office:** 2100 Linwood Avenue, Fort Lee, NJ 07024. **Tel:** 201 947 8468.

**Trading personnel:** Murray M. Magloff (sales consultant).

**Activities:** Export sales office for Elliott Bros. Steel Co.

**Products handled:** CR strip—low and high carbon, alloy steel in 4100 Series and 8600 Series, finished annealed or hard/as rolled.

**Members of:** Cold Rolled Strip Producers Assn.

**C. L. Marrel Inc**—see Creusot Loire—Division Tôles Fortes  
Creusot Marrel, France

**Marubeni America Corp**

**Addresses:** 200 Park Avenue, New York, NY 10017 (Tel: 212 973 6500. Telex: 232185, 420349, 12424, 710 581 3629. Cables: Marubeni Newyork); 300 Carol Place, Moonachie, NJ 07074 (Tel: 201 440 0100. Telex: 133 585. Cables: Marubeni Newyork); One Wilshire Building, 624 South Grand Avenue, Los Angeles, CA 90017 (Tel: 213 972 2700. Telex: 67267, 698194, 910 321 4215. Cables: Marubeni Losangelescalif); 31st Floor, Hartford Building, 650 California Street, San Francisco, CA 94108 (Tel: 415 433 4550. Telex: 34289, 470353. Cables: Marubeni Sanfrancisco); One IBM Plaza, Suite 4000, Chicago, IL 60611 (Tel: 312 527 3800. Telex: 254173, 253138. Cables: Marubeni Chicago); 3700 Two Houston Center, Houston, TX 77002 (Tel: 713 654 4000. Telex: 775158. Cables: Marubeni Houston); 1001 4th Avenue, Suite 4001, Seattle, WA 98154 (Tel: 206 624 5850-7. Telex: 320331, 328775. Cables: Marubeni Seattle); 200 S.W. Market Street, Suite 1408, Portland, OR 97201 (Tel: 503 224 3760-2, 503 224 3765. Telex: 360 629, 360 566. Cables: Marubeni Portlandore); 3000 Town Center, Suite 2960, Southfield, MI 48075 (Tel: 313 353 7060. Telex: 230172. Cables: Marubeni Detroitmich); 45 Holton Street, Winchester, MA 01890 (Tel: 617 729 4705. Telex: 949327); 500 Northwest Plaza, Suite 815, St. Ann, MO 63074 (Tel: 314 291 1127-9. Telex: 442491. Cables: Marubeni Stlouis); Port of Port Angeles, Airport Log Yard, Highway 112, PO Box 2129, Port Angeles, WA 98362 (Tel: 206 457 0155. Telex: 32 1021).

**Meldon Steel Co Inc**

**Head office:** 116 Magnolia Avenue, Westbury, NY 11590. **Tel:** 516 333 4400.

**Management:** Lazar Lachter (president); Les Jankes, Reed A. Mattson and Sylvia Tarshis Griffin (vice presidents). **Trading personnel:** Purchasing and selling—Lazar



**UNITED STATES****Meldon Steel Co Inc** (*continued*)

Lachter, Les Janke, Reed A. Mattson. **Established:** 35 years (1980). **Capital:** \$6 million.

**Activities:** Import; stocks of CR bars carried.

**Products handled:** Specialty—CR steel bars. Also handles HR bars, sheets, plates and structural steel products.

**Members of:** Assn. of Steel Distributors Inc.

**Metal Exports Inc**

**Address:** 9701 Wilshire Boulevard, Suite 700, Beverly Hills, CA 90212. **Tel:** 213 271 1617. **Telex:** 910 4901667 hyperion bvhl.

**Metra Steel**—see Schnitzer Steel Products Co**Mid-State Metals Inc**

**Head office:** 304 Professional Building, Oak Brook, IL 60521. **Tel:** 312 654 2525. **Telex:** 270035.

**Management:** James L. Schuetz (president), David G. Wright (vice president), Peter V. Walch (vice president, sales), Joe Flanagan (controller). **Established:** 1979.

**Ownership:** C. Tennant Sons & Co of New York, USA. **Branches:** East Chicago (Keith Lane, manager).

**Mitsubishi International Corp**

**Addresses:** Gas Light Tower, 235 Peachtree Street N.E., Suite 2210, Atlanta, GA (Tel: 404 688 8641. Telex: 542217. Cables: Mitsubishi Atlantaga. Management: Y. Teraguchi, general manager). John Hancock Center, Suite 2100, 875 North Michigan Avenue, Chicago, IL 60611 (Tel: 312 266 5600. Telex: 254152. Cables: Mitsubishi Chicagoill. Management: T. Inoue, manager). 3000 Town Center, Suite 2040, Southfield, MI 48075 (Tel: 313 353 1200. Telex: 235771. Cables: Mitsubishi Detroit Mich. Management: M. Ohba, general manager). 2 Houston Center, Suite 3800, Houston, TX 77002 (Tel: 713 654 4474. Telex: 775442. Cables: Mitsubishi Houstontex. Management: T. Sato, deputy general manager). Atlantic Richfield Plaza, Bank of America Tower, 23rd Floor, 555 South Flower Street, Los Angeles, CA 90071 (Tel: 213 977 3700. Telex: 673139. Cables: Mitsubishi Losangelescalif. Management: R. Soda, manager). First National Bank Tower, Suite 2300, 1300 S.W. 5th Avenue, Portland, OR 97201 (Tel: 503 227 3271. Telex: 36 0570. Cables: Mitsubishi Portlandore. Management: T. Ihara, manager). 400 Penn Center Boulevard, Suite 308, Penn Center Building 4, Pittsburgh, PA 15235 (Tel: 412 824 9110. Telex: 812310. Cables: Mitsubishi Pittsburghpa. Management: T. Kuge, manager). Union Bank Building, Suite 3000, 50 California Street, San Francisco, CA 94111 (Tel: 415 981 1910. Telex: 278288. Cables: Mitsubishi Sanfranciscocalif. Management: A. Ohno, manager). Seattle First National Bank Building, Suite 2828, 1001 4th Avenue, Seattle, WA 98154 (Tel: 206 682 0744. Telex: 328752. Cables: Mitsubishi Seattlewash. Management: M. Okada, manager). 1111 19th Street, N.W., Suite 1104, Washington, DC 20036 (Tel: 202 223 5365. Telex: 892307. Cables: Mitsubishi Washingtondc. Management: M. Okano, chief representative).

**Mitsui & Co (USA) Inc**

**Head office:** Pan American Building, 200 Park Avenue, New York, NY 10017. **Tel:** 212 973 4600. **Telex:** RCA 232613. ITT 420153. WUI 620251. **Cables:** Mitsui Newyork.

**Branches:** 1100 Superior Avenue, Suite 717, Cleveland, OH 44114 (Tel: 216 696 8710. Telex: WU 980607. Cables: Mitsui Cleveland Ohio). First Federal Building, Suite 2170, One S.E. 3rd Avenue, Miami, FL 33131 (Tel: 305 373 2161. Telex: WU

## UNITED STATES

**Mitsui & Co (USA) Inc** *(continued)*

519289. Cables: Mitsui Miami). Time Life Building, 28th Floor, 303 East Ohio Street, Chicago, IL 60611 (Tel: 312 670 3300. Telex: WU 254084. Cables: Mitsui Chicago). 17117 West Nine Mile Road, Suite 1440, Southfield, MI 48075 (Tel: 313 559 5700. Telex: WU 235450. Cables: Mitsui Detroit Mich). 5000 One Shell Plaza, Houston, TX 77002 (Tel: 713 236 6100. Telex: WU 775433. Cables: Mitsui Houstontexas). 230 Peachtree Street N.W., Suite 1416, Atlanta, GA 30303 (Tel: 404 688 0700. Telex: WU 542460. Cables: Mitsui Atlantageorgia). Seattle-First National Bank Building, Suite 2201, 1001 Fourth Avenue, Seattle, WA 98154 (Tel: 206 223 5604. Telex: WU 328735. TWX 910 444 2049. Cables: Mitsui Seattle). First National Bank Tower, Suite 2929, 1300 S.W. Fifth Avenue, Portland, OR 97201 (Tel: 503 226 3546-9. Telex: WU 360569. TWX 910 464 6111. Cables: Mitsui Portlandoregon). One California Street, Suite 3000, San Francisco, CA 94111 (Tel: 415 981 2277. Telex: WU 340983. RCA 278747. Cables: Mitsui Sanfrancisco). 611 West Sixth Street, Los Angeles, CA 90017 (Tel: 213 972 2500. Telex: WU 67252. Cables: Mitsui Losangelescalifornia). 3003 North Central Avenue, Suite 1712, Phoenix, AZ 85012 (Tel: 602 279 7359. Telex: WU 667353. Cables: Mitsui Phoenix). 29th Floor, 5100 Poplar Avenue, Memphis, TN 38137 (Tel: 901 682 3939. Telex: WU 533154. Cables: Mitsui Memphis USA).

**Myers Pacific Inc**

**Head office:** 459 Colman Building, Seattle, WA 98104. **Tel:** 206 622 2278. **Telex:** 32 9671. **Cables:** Myerspac Sea.

**Management:** John C. Rosling (president and treasurer), Jono Howe (vice president and secretary). **Trading personnel:** John C. Rosling, George A. Heger and Evelyn M. Olson (Seattle); Jono Howe and Michael D. Forney (Portland); Craig Rogers (Emeryville); Claude A. Mouchard (Long Beach). **Established:** 1942. **Ownership:** Private. **Subsidiary & associates:** Myers Overseas Inc (exporting), Myers International Inc (exporting), Pacific Steel Terminal Co (warehousing). **Branches:** 3601 N.W. Yeon Avenue, Portland, OR 97210; Bay Bridge Office Plaza, 5801 Christie Avenue, Emeryville, CA 94608; Security Bank Building, Suite 1107, 110 Pine Avenue, Long Beach, CA 98020.

**Activities:** Import/export.

**Products handled:** Steel, non-ferrous metals, raw materials.

**Nichimen Co Inc**

**Addresses:** 1185 Avenue of the Americas, 31-32nd Floor, New York, NY 10036 (Tel: 212 489 7000. Telex: 012017, 0126124. TWX 710 581 6717. RCA 232063. ITT 420993. Cables: Nichimen Newyork). Fisher Building, Room 426, Detroit, MI 48202 (Tel: 313 871 0920. Telex: 0230708. Cables: Nichimen Detroit). 6 North Michigan Avenue, Chicago, IL 60602 (Tel: 312 346 9339. Telex: 0254434, 0254019. Cables: Nichimen Chicago). 2808 Bank of California Center, 900 Fourth Avenue, Seattle, WA 98164 (Tel: 206 624 0320. Telex: 032418, 320180. Cables: Nichimen Seattle). Benjamin Franklin Plaza, Suite 1430, One S.W. Columbia, Portland, OR 97201 (Tel: 503 228 7550, 503 228 7559, 503 228 4851. Telex: 0360563. Cables: Nichimen Portland). Russ Building, Room 1450, 14th Floor, 235 Montgomery Street, San Francisco, CA 94104 (Tel: 415 981 0650-3. Telex: 034467. Cables: Nichimen Sanfrancisco). Occidental Center, 14th Floor, 1150 South Olive Street, Los Angeles, CA 90015 (Tel: 213 749 9201-5. Telex: 0674134. Cables: Nichimen Losangeles).

**Nissho-Iwai American Corp**

**Addresses:** Rockefeller Center, 1211 Avenue of the Americas, New York, NY 10036 (Tel: 212 730 2000. Telex: RCA 232641, 233567 nisir ur. ITT 420405 nisrock. TWX 710 581 6252 nisrock nykd. WU 12329, 126110 nisrock nyk. Cables: Nisshoiwai Newyorkny). 400 Colony Square, 1201 Peachtree Street N.E., Suite 1200, Atlanta, GA 30361 (Tel: 404 892 4080-1. Telex: WU 54 2101 nisrock atl. Cables: Nisshoiwai Atlanta). 141 Milk Street, Suite 841, Boston, MA 02109 (Tel: 617 426 0224. Telex:

**UNITED STATES****Nissho-Iwai American Corp** *(continued)*

921837 niac bsn). Room 479, National Press Building, 14th and F Street N.W., Washington, DC (Tel: 202 393 0950-1. Telex: 89 550 niac wsh. Cables: Nisshoiwai Washingtondc). Standard Oil Building, 200 East Randolph Drive, Suite 7424, Chicago, IL 60601 (Tel: 312 861 1170. Telex: WU 25 4013 nisrock cgo. TWX 910 221 5215 nisrock cgo. Cables: Nisshoiwai Chicagoill). One Allen Center, Suite 3200, Houston, TX 77002 (Tel: 713 658 0655. Telex: WU 775458 nisrock hou. Cables: Nisshoiwai Houstontx). 500 Northwest Plaza, Suite 914, PO Box 1186, St. Ann, MO 63074 (Tel: 314 291 5120. Telex: WU 44 2425 nisrock stl. Cables: Nisshoiwai Stlouismo). Union Oil Building, Suite 130, 909 W. 9th Avenue, Anchorage, AK 99501 (Tel: 907 272 1511-2. Telex: 31425114 nisrock ahg. Cables: Nisshoiwai Anchorage). 26711 Northwestern Highway, Suite 216, Southfield, MI 48034 (Tel: 313 358 5400. Telex: WU 23 5466 nisrock sof. Cables: Nisshoiwai Detroitmich). 120 Montgomery Street, 20th Floor, Equitable Building, San Francisco, CA 94104 (Tel: 415 421 7200. Telex: RCA 278788 nisrock a sfo. WU 3 4719 nisrock b sfo. Cables: Nisshoiwai Sanfranciscocalif). Broadway Plaza, Suite 1900, 700 South Flower Street, Los Angeles, CA 90017 (Tel: 213 688 0600. Telex: WU 6 74120 nisrock isa a. Cables: Nisshoiwai Losangelescalif). The First National Bank Tower, Suite 3508, 1300 S.W. Fifth Avenue, Portland, OR 97201 (Tel: 503 226 7361. Telex: WU 36 0630 niac ptl. Cables: Nisshoiwai Portlandore). 10777 Main Street, Suite 306, Bellevue, WA 98004 (Tel: 206 455 3365. Telex: WU 329438 nisrock bvue. Cables: Nisshoiwai Bellevuewash). Rainier Bank Tower, Suite 3011, 1301 Fifth Avenue, Seattle, WA 98101 (Tel: 206 622 4810. Telex: WU 32 8768 nisrock sea. Cables: Nisshoiwai Seattlewash).

**Nomura (America) Corp**

**Addresses:** Lincoln Building, 60 East 42nd Street, New York, NY 10165 (Tel: 212 867 6684-7. Telex: 238844 nacur. Cables: Shinorep Newyork). 510 West 6th Street, Suite 922, Los Angeles, CA 90014 (Tel: 213 623 4204-6. Telex: 0677059 nomura isa. Cables: Shinorep Losangeles).

**Non-Ferrous International Corp**

**Head office:** 300 Park Avenue, New York, NY 10022. **Tel:** 212 644 3300. **Telex:** 421014 nonf ui. **Cables:** Nonferalin.

**Management:** Harold S. Ames (president), Miki Nakano (senior vice president), D. G. Ames (administrative vice president), John V. Parks (controller officer). **Trading personnel:** M. Nakano, J. V. Parks, John Martin, D. G. Ames, W. Halligan.

**Established:** 1958. **Ownership:** Subsidiary of the Mitsubishi International Corp.

**Activities:** Imports, exports and carriers inventory at selected locations.

**Products handled:** Stainless and speciality steel mill products, copper and brass mill products, aluminium mill products.

**Okaya (USA) Inc**

**Head office:** One World Trade Center, Suite 2067, New York, NY 10048. **Tel:** 212 466 0111. **Telex:** 222102. **Cables:** Okayasteel New York.

**Branches:** 6650 Northwest Highway, Chicago, IL 60631 (Tel: 312 774 8303. Telex: 910 221 4248. Cables: Okayasteel Chicago). Mobile Building, 612 South Flower Street, Los Angeles, CA 90017 (Tel: 213 626 1285. Telex: 910 321 3010. Cables: Okayasteel Losangeles). 3701 Kirby Drive, Suite 994, Houston, TX 77098 (Tel: 713 523 6775. Telex: 762405).

**Activities:** Export/import.

**Okura & Co (America) Inc**

**Addresses:** One World Trade Center, Suite 3455, New York, NY 10048 (Tel: 212 432 9460-9. Telex: 012451, 0127519, 222511. Cables: Okura Newyork); 615 South Flower Street, Los Angeles, CA 90017 (Tel: 213 624 8611. Telex: 0673144. Cables: Okura Losangeles); The Bank of California Tower, Suite 503, 707 S.W. Washington

## UNITED STATES

**Okura & Co (America) Inc** *(continued)*

Street, Portland, OR 97205 (Tel: 503 228 1343. Telex: 0360562. Cables: Okura Portland); 1119 Norton Building, 801 Second Avenue, Seattle, WA 98104 (Tel: 206 624 2907-9. Telex: 152741. Cables: Okura Seattle); O'hare Office Building, Suite 337, 10400 West Higgins Road, Rosemount, IL 60018 (Tel: 312 299 8858. Telex: 0254460. Cables: Okura Chicago); 777 South Post Oak Road, Suite 803, Houston, TX 77056 (Tel: 713 621 7323-4, 713 621 7326. Telex: 0762703. Cables: Okura Houston).

**Kurt Orban Co Inc**

**Head office:** One Orban Way, Wayne, NJ 07470. **Tel:** 201 696 9600. **Telex:** 133375, 127979. **Cables:** Orbanok.

**Management:** Kurt Orban (chairman and president), A. L. Randazzo (senior vice president), Gerald Ginsburg (financial vice president), R. Rietwyk (treasurer). **Trading personnel:** Vice presidents—J. McCabe (flat rolled and bars), A. T. Randazzo (stainless and alloy wire and rods, carbon steel wire), Barbara Abel and Richard Lefler (carbon steel wire rods), C. M. Carroll (tyre and automotive division). Assistant vice presidents—H. William Gaskill (prestressed concrete wire and strand), D. Thornton (tubular products). Manager—A. Page (fence industry products and castings). **Established:** 1942. **Capital:** \$12 million. **Subsidiary & associates:** Associated—Atlantic Wire Co, Branford, CT. US subsidiaries—Jersey Tires International Ltd, Wayne, NJ; E. D. Giberson Co, North Brunswick, NJ; Orban Export Corp, Wayne, NJ; Northampton Mfg. Corp, Northampton, MA; Orban Industries Inc, Buffalo, NY. **Branches:** Sales offices—Atlanta, Buffalo, Chicago, Cincinnati, Cleveland, Dearborn, Houston, Los Angeles, Northford, Philadelphia, Pittsburgh, San Francisco, Seattle, Watertown, Wayne. Foreign offices—KOC Brussels; KOC (Middle East), Cairo, Egypt and Dammam, Saudi Arabia; KO Canada, Montreal, Toronto and Vancouver; KOC Forwarding, Antwerp; KOC Germany, Duisburg (exports & East European purchasing); KOC Japan, Tokyo; KOC Seoul, Korea; KOC (UK) Ltd, London; Orban France; Claremont Ins. Serv. Ltd; Intercargo A.G. Ltd. Foreign representation—KOC Forwarding, Antwerp; N. Georgakopoulos & Co, Athens; Athexport SA, Buenos Aires; Ehrhardt & Co, Madrid and Bilbao; Interco SA, Mexico; Bhagawati International Pvt Ltd, Calcutta. Warehouses at North Brunswick, Chicago, Houston and Compton. Coil slitting centre—Triad Inc, North Vernon, IN.

**Products handled:** Active in the importation of all steel mill products, including super alloys; specialised in wire rod and wire products, also PC strand, stainless tubulars, oil field tubulars. Imports and distributes tyres and tubes through a nationwide network of distributors.

**Companies represented on agency basis:** Sales agents for Kobe Steel Ltd, Japan (cold heading wire rod); Sumitomo Electric Industries Ltd, Japan (prestressed concrete strand); Thyssen Niederrhein AG, West Germany (carbon steel wire rod); Stà Nazionale Cogne, Italy (stainless wire rod); Ovako Oy, Finland (alloy bars and rods); Aceros Inoxidables Roldan SA, Spain (stainless bars and rods); Bhagawati International, India (fencing products and fasteners); Outokumpu Oy, Finland (stainless sheets); Poppe & Potthoff, West Germany (diesel fuel injection tubing); Nedstaal, Netherlands (carbon steel wire rod).

**Members of:** Including American Institute for Imported Steel Inc (charter members), American Importers Assn., United States Chamber of Commerce, New York City Chamber of Commerce & Industry, German-American Chamber, Independent Wire Producers Assn., The Wire Assn. Inc, Steel Service Center Institute, Prestressed Concrete Institute.

**Pan American Trade Development Corp**

**Head office:** 2 Park Avenue, New York, NY 10016. **Tel:** 212 481 1800. **Telex:** RCA 233565 a pat. ITT 420429 pat. WUI 62293 patrade. TWX 710 581 6567 patdco ny (domestic). **Cables:** Activity Ny.



# Steel



*Philipp Brothers*

Division of Engelhard Minerals & Chemicals Corporation

1221 Avenue of the Americas,  
New York 10020  
(212) 575-5900

Cable: PHIBRO, New York  
Telex: 23-3031  
42-0808

Dusseldorf  
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Johannesburg

## UNITED STATES

**Pan American Trade Development Corp** (continued)

**Management:** Alfred H. B. Lehmann (president), Sidney Zierler (executive vice president). **Trading personnel:** Vice presidents—Robert Both (heading steel sales, Great Lakes area), Michael L. Jacobovits (steel sales, South Eastern USA), Sy B. Krichmar (steel export manager). **Established:** 1940. **Capital:** \$35 million. **Subsidiary & associates:** Nasco Steel Inc, Philadelphia; Universal Steel & Construction Materials, Hallandale; All States Steel Corp of Texas, Houston; Star Building Supply Co, Houston; Lakes Steel & Construction Materials Inc, Toledo; Precision Coil Processing Inc, Philadelphia; W. Steiner & Co Inc, Puerto Rico; Mateco Inc, Puerto Rico.

**Activities:** International traders in steel, forest products, fertilisers, chemicals, rubber; industrial converter of lumber and steel; service and distribution centres throughout the USA; financing of international trade.

**Members of:** American Institute for Imported Steel Inc.

**Parker Steel Co**

**Head office:** 4239 Monroe Street, Toledo, OH 43606. **Tel:** 419 473 2481. **Telex:** 28 6435.

**Management:** Leo Goldner (president), Paul Goldner (vice president), David Katz (secretary), Sam Rosenberg (treasurer). **Trading personnel:** Lary Schwartz (structural products), Larry Branyon (flat rolled products), Jim Smith (cold drawn products), Mike Killam (HR bar products). **Established:** 1955. **Capital:** \$4,500,000. **Ownership:** Leo Goldner (50%); Paul Goldner (50%). **Subsidiary & associates:** Hex Bar, Westgate International. **Branches:** Chicago, New York, Mexico City, Charleston, Houston.

**Activities:** Export and import of steel mill products.

**Products handled:** HR bars, cold drawn bars, reinforcing bars, CR and HR coils and sheets, galvanized coils and sheets, structural steel, wire rods.

**Members of:** American Institute for Imported Steel Inc, Assn. of Steel Distributors, American Stamping Assn., US Chamber of Commerce.

**Peterson Steels Inc**

**Head office:** 20 Tower Lane, Avon Park South, PO Box 745, Avon, CT 06001. **Tel:** 203 677 4423. **Telex:** 710 423 4230.

**Management:** John H. Greenaway (board chairman), Sven Lundin (president), Ira Kirschner (vice president, finance and administration), Fred Rives (vice president, service centres), Don Hanan (vice president, bearings). **Established:** 1946. **Ownership:** AB SKF, Sweden. **Branches:** Suite 200, 8180 Brecksville Road, Brecksville, OH 44141; 3101 C Asbury Avenue, PO Box 34725, Charlotte, NC 28234; 60 Pigeon Hill Road Extension, PO Box 430, Windsor, CT 06095; 2040 Indian Boundary Drive, Melrose Park, IL 61060; 24150 Gibson Drive, PO Box 3752, Warren, MI 48089; 1111 Springfield Avenue, PO Box 157, Union, NJ 07083.

**Activities:** Service centre with stocks including direct mill agent imports.

**Products handled:** Bearing steel bars and tubes, commercial alloy steel bars, spring steel strip.

**Companies represented on agency basis:** SKF Steel, Sweden (bars, tubes, strip).

**Members of:** Steel Service Center Institute.

**Philipp Bros., Division of Engelhard Minerals & Chemicals Corp**

**Head office:** 1221 Avenue of the Americas, New York, NY 10020. **Tel:** 212 575 5900. **Telex:** 23 3031, 42 0808. **Cables:** Phibro New York.

**Subsidiary & associates:** Philipp Bros. (Belgium) SA, Brussels; Phibro SA, São Paulo; Derby & Co Ltd, Sheffield, UK; Philipp Bros. Hong Kong Ltd, Central Hong Kong; Philipp Bros. Italia SpA, Milan; Philipp Bros. Far East Inc, Tokyo; Derby Metals & Minerals (South Africa) (Pty) Ltd, Johannesburg; Phibro Metales y Minerales SA, Madrid.

**Activities:** Import/export.

**Products handled:** All finished and semi-finished products.

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## UNITED STATES

**Philipp Overseas Inc**

**Head office:** 1221 Avenue of the Americas, New York, NY 10020. **Tel:** 212 869 1616. **Telex:** RCA 223082. ITT 422483. WUI 62220. **Cables:** Metaphil.

**Management:** A. W. Engelberger (president and chief executive officer), J. V. Gamberdell (vice president), E. J. Helfand (vice president), J. Kritzer (vice president), S. Straus (vice president). **Trading personnel:** A. W. Engelberger (areas of responsibility—worldwide), E. J. Helfand (European and Far East imports into USA), J. Kritzer (exports to Near and Far East), S. Straus (East European imports into USA/Canada and exports of metalworking equipment), M. Dechereux (offshore sales to Latin America and exports to Europe/Latin America). **Established:** 1946. **Capital:** Over \$6 million. **Ownership:** Eastmet Corp, USA. **Subsidiary & associates:** Eastern Stainless Steel Co (producer of stainless steel sheets, plates and strip), Eastmet Industrial Products Group Inc (non-ferrous/ferrous foundry, special machinery and steel fabricating), Industrial Service Centers (distributor of ferrous and non-ferrous mill products). **Branches:** Philipp Mid-West Metal Center Inc (warehouse and processing in Warren, Ohio), Philipp Overseas Inc (warehouse in Baltimore, MD).

**Activities:** Export/import agency with stocks.

**Products handled:** Stainless steel primes and seconds and carbon steel and tinmill products. Also non-ferrous mill products and metalworking equipment.

**Companies represented on agency basis:** Including Allegheny Ludlum Steel Corp, USA (for selected countries); Eastern Stainless Steel Co, USA (stainless steel, worldwide); The Southern Cross Steel Co (Pty) Ltd, South Africa (stainless steel for Western Hemisphere).

**The R. H. Pines Corp**

**Head office:** 1 World Trade Center, Suite 7929, New York, NY 10048. **Tel:** 212 432 1818. **Telex:** 12 6992. **Cables:** Arpines.

**Management:** Robert H. Pines (president), Rita J. Nothhaft (vice president). **Established:** 1959. **Capital:** \$200,000. **Ownership:** Robert H. Pines. **Subsidiary & associates:** Pines Steel Co Inc (structural steel), Pines Venture Capital Corp (investment). **Branches:** Elizabeth, NJ (warehouse).

**Activities:** Stockist of steel pipe; prime contractor to US government.

**Products handled:** All steel products for sale to US government.

**Companies represented on agency basis:** For sales to US government—United States Steel Corp, USA (pipes); Wheeling-Pittsburgh Steel Corp, USA (pipes); Dalmine SpA, Italy (tubes); Stelco Inc, Canada (plates); Western Canada Steel Co Ltd (WCS), Canada (structurals); Sidbec-Dosco Ltd, Canada (sheets and structurals).

**Port Everglades Steel Corp**

**Head office:** PO Box 5768, Fort Lauderdale, FL 33310. **Tel:** 305 491 5121. **Telex:** 51 4466. **Cables:** Pesco Fort Lauderdale.

**Management:** Allen Gordon (president), Armando Alentado (executive vice president and treasurer), Leonard Romanik (secretary). **Trading personnel:** Allen Gordon (president), Lynn Combs (vice president). **Established:** 1953. **Ownership:** Private. **Subsidiary & associates:** Port Everglades Steel Corp of South Carolina Inc, American Steel Service Centers Inc and American Steel Service Centers Inc of South Carolina (all distribute and trade in steel and steel products). **Branches:** Warehouses and sales offices—Tampa, FL; Sanford, FL; Fort Lauderdale, FL; Columbia, SC.

**Activities:** Imports and trades in steel and steel products on mill trading level; distributes and exports from stocks held at warehouse.

**Products handled:** All types of carbon steel and carbon steel products.

**Members of:** American Institute for Imported Steel Inc.

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**DO NOT FORGET** to look in Late Notes for late entries and amendments





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**Primary Industries Corporation**

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## UNITED STATES

**Primary Industries Corp**

**Head office:** 666 Fifth Avenue, New York, NY 10103. **Tel:** 212 581 9200. **Telex:** 232208. **Cables:** Primdust.

**Management:** Marc L. Ginzberg (president), Fred Rosenblatt (senior vice president), Allan Retzky (group vice president), Murray Relis (treasurer), Vic Parker (president, Primary Steel Inc). **Trading personnel:** Fred Rosenblatt (in charge of Primary Group's worldwide ferrous trading activities), Vic Parker (president of Primary Steel Inc, distributors of steel mill products in USA), Volker Hase (ferrous products, specialising in South American markets), Richard Siniscalchi (ferrous products), Dan Nakajima (ferrous products, specialising in Far East markets), Joseph Lovell (ferrous products).

**Established:** 1969. **Capital:** Net approx. \$12 million. **Subsidiary & associates:** Primary Steel Inc, 666 Fifth Avenue, New York, NY 10019 (Tel: 212 581 9200. Telex: 232208, 420823. Cables: Primcostel) (distributors of steel mill products in USA); Primary Industries (UK) Ltd, London (ferrous and non-ferrous trading organisation); Primary Industries Trading GmbH, Düsseldorf (ferrous and non-ferrous trading organisation); Primary Steel SA, Brussels (European steel trading specialist); Primary Industries (Far East) Corp, Tokyo (metal/ore traders); Primary Industries Trading SA, Fribourg, Switzerland (traders, pig iron/steel mill products); Primary do Brasil, Rio de Janeiro (trades in steel/non-ferrous metals in Brazil); Industrias Primary CA, Venezuela (trades in steel/non-ferrous metals in Venezuela); Primary Industries (Middle East), Tehran (trades in steel/non-ferrous metals in Iran). **Branches:** Primary Steel Inc depots—New Orleans, LA; North Haven, CT; Houston, TX; Memphis, TN; Atlanta, GA; Savannah, GA; Kansas City MO.

**Activities:** The company offers finished and semi-finished steel products, from pig iron to specialty steel, and sponge iron and ferro-alloys. Also deals in non-ferrous metals and acts as principals with producers, consumers and dealers, and on futures markets.

**Products handled:** Steel—full range import/export products including HR and CR steel, reinforcing bars, wire rods, structurals, merchant bars, plates, electrodes, slabs, tinplate, sponge iron and pig iron. Also aluminium, copper, lead, zinc.

**Members of:** New York Commodity Exchange, London Metal Exchange, New York Mercantile Exchange.

**Primary Steel Inc—see Primary Industries Corp, USA****Promosteel Inc**

**Head office:** 7700 San Felipe, Suite 454, Houston, TX 77063. **Tel:** 713 974 1700. **Telex:** 794103.

**Management:** John G. Comley (president), Daniel M. Gilmore, P. Prousek (board chairman), J. M. Loreda (director), J. E. Larroque (director). **Trading personnel:** In addition to the above Richard W. Anderson and W. E. Robertson. **Established:** 1978.

**Capital:** \$250,000. **Ownership:** Prometal SA, Spain and Tubexport—Tubos Españoles Unidos SA, Spain (joint ownership). **Subsidiary & associates:** Tubos Reunidos SA, Bilbao, Spain (producers of seamless steel tubes and pipes); Babcock & Wilcox Española SA, Galindo, Vizcaya, Spain (producers of seamless steel tubes and pipes); Altos Hornos de Vizcaya SA, Bilbao, Spain (producers of metallurgical coke, sinter, pig iron, raw steel, blooms and billets, rounds in coil, hot coil, CR sheets, galvanized sheets, tinplate and prepainted steel, ERW pipe). **Branches:** Promosteel is associated through Prometal and Tubexport with 26 associated companies located in most of the industrialised nations of the world.

**Activities:** Import and export of steel covering the North American continent.

**Products handled:** All steel products.

**Marc Rich & Co Inc**

**Head office:** 280 Park Avenue, New York, NY 10017. **Tel:** 212 867 3300. **Telex:** 234180, 426484.

## UNITED STATES

**Robern International Inc**

**Head office:** 919 Third Avenue, New York, NY 10022. **Tel:** 212 888 5180. **Telex:** RCA 238541. WUI 66333.

**Management:** Bernt Rathaus (president), Gerald Zimmerman (vice president).

**Trading personnel:** Inge Schmidt (Europe), Nelson R. Moore Jr. (USA). **Established:**

1977. **Ownership:** Private. **Subsidiary & associates:** Robern Steels Ltd, London (stainless steel); Robern (Steels & Alloys) Trading Ltd, UK (carbon steel, metals, ferro-alloys); Falcon Steel Ltd, London (carbon steel); Kenneth C. Russell, Miami (chemicals); Chemtrade, Miami (chemicals).

**Activities:** International trading.

**Products handled:** Stainless steel and carbon steel. Also ferro-alloys, metals, chemicals.

**Sandvik Inc**

**Head office:** 1702 Nevins Road, Fair Lawn, NJ 07410. **Tel:** 201 797 6200. **Telex:** 710 988 2202, 710 988 2260.

**Branches:** Including Berlin, MA; Benton Harbor, MI; Mountaintop, PA; Irvine, CA; Portland, OR; Charlotte, NC; Scranton, PA; Columbus, OH; Bloomfield Hills, MI; Houston, TX; Indianapolis, IN; Parma Heights, OH.

**Scandex Steel Corp**

**Head office:** 630 Fifth Avenue, Rockefeller Center, Suite 601, New York, NY 10111. **Tel:** 212 765 7633. **Telex:** WU 12 7435. WUI 66313.

**Management:** Goeran Peters (managing director).

**Activities:** Scandex Steel is an independent privately owned steel trading organisation specialising in steel semis (billets, blooms), steel scrap, rerolling materials.

**Companies represented on agency basis:** Svenskt Stal AB (SSAB), Sweden (semi-finished products division, in North America and specific Far Eastern areas).

**Schnitzer Steel Products Co**

**Head office:** 3200 N.W. Yeon Avenue, Portland, OR 97210. **Tel:** 503 224 9900.

**Telex:** 36 0144 ptl. **Cables:** Schnitzerbro.

**Management:** Leonard Schnitzer (president), Kenneth Novack (executive vice president). **Subsidiary & associates:** Metra Steel, 5851 N. Lagoon, Portland, OR 97217 (import of steel products); Schnitzer Steel, Oakland, USA (scrap and non-ferrous exporters). **Branches:** Foot of Adeline Street, Oakland, CA 94607; 100 N. Seneca Road, Eugene, OR 97402.

**Activities:** Exporter of ferrous and non-ferrous items; importer of all new steel products.

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## UNITED STATES

## The Shinsho American Corp

**Addresses:** 917 North Shore Drive, Lake Bluff, IL 60044 (Tel: 312 295 2900. Telex: 28 1017 shinsho lkbfi); Suite 2209, One Embarcadero Center, San Francisco, CA 94111 (Tel: 415 391 6764. Telex: 34 0959 shinshoame sfo); 60 Fieldstone Court, Cheshire, CT 06410 (Tel: 203 272 5301. Telex: 99296 shinsho chsh); Suite 491, 2500 Tanglewilde, Houston, TX 77063 (Tel: 713 783 9500. Telex: 79 1384 shinsho hou).

**Activities:** Export and import of iron and steel products, non-ferrous metal products and machinery.

## Siderius Inc

**Head office:** 1301 Avenue of the Americas, New York, NY 10019. **Tel:** 212 489 7470. **Telex:** 62 307, 12 5116, 23 3258, TWX 710 581 6221. **Cables:** Siderius.

**Management:** G. Carella (president), S. Vinograd (executive vice president), F. Palazzuoli (senior vice president), Mr. Clark (vice president, sales), Mr. Tixi (vice president, finance), Mr. Rapuano (vice president). **Trading personnel:** M. Vignale (flat products), T. Zorzella (tubular products). **Established:** 1965. **Capital:** \$24 million.

**Ownership:** Fully-owned subsidiary of Finsider International. **Subsidiary & associates:** Steel Enterprises Inc (SEI), Houston, USA (steel service centre); La Fayette Metals, Long Beach, USA (steel service centre); Federal Steel Corp, Gloucester City, USA (steel service centre); Anchor Pipe Inc (oil country tubular). **Branches:** Houston, TX.

**Activities:** Import/export; import/export agency; stocks carried.

**Products handled:** HR bands and coils, CR coils, galvanized coils, grain oriented coils, ingot moulds, corner castings, sheets and plates, heavy forgings and castings, railway products, line pipe and casing (welded and seamless).

**Companies represented on agency basis:** Italsider SpA, Dalmine SpA and Terni—Stà per l'Industria e l'Elettricità SpA, Italy (HR bands and coils, CR coils, galvanized coils, grain oriented coils, ingot moulds, corner castings, sheets and plates, heavy forgings and castings, railway products, line pipe and casing (welded and seamless)) covering USA and Canada. Also Innocenti, Italy (heavy machine tools).

**Members of:** American Institute for Imported Steel Inc, American Steel Distributors (ASD).

## Joseph Simon & Sons

**Address:** 2202 East River Street, Tacoma, WA 98421. **Tel:** 206 272 9364. **Telex:** 32 7478.

**Activities:** Domestic and world traders of stainless steel, aluminium, batteries, brasses, copper, lead and nickel alloys.

## Soconord Corp

**Address:** 2200 S. Post Oak Road, Suite 701, Houston, TX 77056. **Telex:** 0774373.

**Activities:** Suppliers and agent.

## Spatsteel International Inc

**Head office:** 120 East 56th Street, Suite 1540, New York, NY 10022. **Tel:** 212 486 1647. **Telex:** ITT 425468 spat ui. **Cables:** Spatsteel Newyork.

**Management:** John A. Handal (president), W. A. Lalani (manager). **Trading personnel:** W. A. Lalani and Abraham S. Handal. **Established:** 1976. **Ownership:** Fully-owned subsidiary of Spatsteel International Inc, Panama. **Subsidiary & associates:** Spatsteel Ltd†, Quito, Ecuador (import/export of iron and steel; stocks are carried; agencies; agencies for the purchase of crude oil and refined petroleum products); Staldor Cia Ltda, Quito, Ecuador (iron and steel stockists).

**Activities:** Iron and steel trading; stocks are carried. Also acts as agents for the purchase of crude petroleum and refined petroleum products.



## UNITED STATES

### Spatsteel International Inc *(continued)*

**Products handled:** HR and CR coil and sheets, HR merchant bars, wire rod, billets, rebars, beams.

## The Steel Co

**Head office:** 12500 South Stony Island Avenue, Chicago, IL 60633. **Tel:** 312 646 3600. **Telex:** 25 6180.

**Management:** Gerald A. Gitles (president), Michael E. C. Moss (vice president).

**Trading personnel:** Alan Ruderman (sales manager), Richard C. Cannon (sales executive), Richard A. Schmidling (sales executive). **Established:** 1971. **Ownership:** Corporate. **Subsidiary & associates:** Various subsidiary and associate companies, all in Chicago.

**Activities:** Import/export; large stocks are carried at two warehouses in Chicago. The company has hydrochloric acid pickle line, skin pass mill, cut to length lines.

**Products handled:** Flat rolled sheet products, coils and sheets (HR, CR, galvanized, aluminized), tin mill products (coated and wasters).

**Companies represented on agency basis:** Works with many sources and as a policy is not tied to any one steel company.

**Members of:** Assn. of Steel Distributors Inc.

## Stone & Co Inc

**Head office:** 231 Abercorn Street, PO Box 8326, Savannah, GA 31402. **Tel:** 912 236 1327. **Telex:** 546443 stone sav. **Cables:** Stone Savannah.

**Management:** Richard M. Stone (president), John G. Ogle (secretary). **Trading personnel:** H. Peter Finke (purchase and sales). **Established:** 1950. **Ownership:** Richard M. Stone.

**Activities:** Import.

**Products handled:** Wire products, steel pipe and tubing.

**Members of:** American Institute for Imported Steel Inc.

## Sumitomo Corp of America

**Head office:** 345 Park Avenue, New York, NY 10022. **Tel:** 212 935 7000. **Telex:** WU 12311. RCA 232489. **Cables:** Sumitshoji Newyork.

**Management:** H. Yamashita (chairman and president), H. Fukui (senior executive and vice president). **Trading personnel:** T. Kanzaki (manager, ferrous raw materials department, New York office), T. Hira (manager, tubular products department), Y. Nakagome (manager, rolled steel department). **Established:** 1952. **Capital:** \$57,200,000. **Subsidiary & associates:** Associate—Sumitomo Corp†, Tokyo, Japan. Subsidiaries—Rising Sun Stainless Inc, Philadelphia; Stainless Plates Inc, Philadelphia; EMKO Stainless Inc, Miami; Industrial Metals Inc, Philadelphia; Western Tube & Conduit Corp, Oakland, CA; Sumiden Wire Products Corp, Stockton, CA. **Branches:** Washington, Chicago, Houston, Los Angeles, San Francisco, Seattle, Pittsburgh, Detroit, Dallas, Fresno, Denver, Portland.

**Activities:** General importers and exporters.

**Products handled:** Rolled steel products—HR/CR sheet and coil, plates, structural steel, rods and bars, stainless and alloy steel, various wire products, fasteners, etc.; tubular steel products—casing, tubing and line pipe, boiler tubes, miscellaneous pipe; ferrous raw materials—iron ore, steel scrap, ferro-alloy.

## Sumitomo Metal America Inc

**Head office:** 420 Lexington Avenue, New York, NY 10017. **Tel:** 212 949 4760. **Telex:** 422632.

**Management:** Takashi Nakajima (president), Takeo Honjo (chairman), C. C. Krushel (director and vice president), Tatsuo Ohtake (treasurer). **Trading personnel:** Managers—Taiji Araki (engineering sales), Tsutomu Murata (marketing and sales, pipe

## UNITED STATES

**Sumitomo Metal America Inc** *(continued)*

and tubing), Koichi Kawai (marketing and sales, rods, sheets, plates and structurals). **Established:** 1974. **Capital:** \$300,000. **Ownership:** Subsidiary of Sumitomo Metal Industries Ltd, Japan. **Branches:** 700 S. Flower Street, Suite 2106, Los Angeles, CA 90017; 230 West Monroe Street, Chicago, IL 60606; 1635 One Allen Center, Houston, TX 77002.

**Activities:** Import.

**Products handled:** Pipes and tubings, sheets and plates, wire rods, shapes, forgings and castings, wheels and axles, engineering. Area covered: USA.

**Companies represented on agency basis:** Sumitomo Metal Industries Ltd, Japan.

**Swedish Wire Corp**

**Head office:** 2833 Leon Street, PO Box 538, Muskegon, MI 49443. **Tel:** 616 759 8571. **Telex:** 22 8423.

**Management:** Anders Berner (president), Jerome Anderson (vice president, administration), Frank Cardile (vice president). **Trading personnel:** Alan S. Kite (wire), Clayton Wheeler (welded chains), Ben Rich (pins, nails, and chain attachments).

**Established:** 1964. **Capital:** \$3,500,000. **Ownership:** Wholly-owned subsidiary of Gunnebo Bruks AB, Sweden. **Branches:** California, Connecticut, New York.

**Activities:** Sale of high carbon and stainless spring wire. Also welded chain and attachments and non-skid tyre chains. Stocks are carried, much of which is imported.

**Members of:** Spring Manufacturers Institute, American Institute for Imported Steel Inc.

**Taisei International (USA) Corp**

**Address:** 1545 Wilshire Blvd., Los Angeles, CA 90017.

**Products handled:** Flat rolled steel sheets and coils, bars, shapes, pipes, ferrous raw materials.

**C. Tennant Sons & Co of New York**

**Head office:** 15407 McGinty Road, Minnetonka, MN 55343 (PO Box 9300, Minneapolis, MN 55440). **Tel:** 612 475 7340. **Telex:** 290351. TWX 910 5762937.

**Cables:** Cargill Minneapolis.

**Management:** Everett W. MacLennan (president), Eric O. Bunzel (vice president), Robert C. Podewils (vice president), Kenneth C. Moritz (vice president), James A. Guyre (controller, assistant vice president), William R. Thomas (assistant vice president).

**Trading personnel:** James Thompson, Daniel Sutton, Robert Mann. **Established:** 1907. **Ownership:** Cargill Inc. **Branches:** New York (William R. Thomas, manager); Lombard, IL (Thomas P. Liljegren, manager); Houston (Glenn Peel, manager).

**Thypin Steel Co Inc**

**Head office:** 49-49 30th Street, Long Island City, NY 11101. **Tel:** 212 937 2700 ext. 225 and 235. **Telex:** WUI 620802 thypin. TRT 177729 thypin ut. ITT 421521 thypin. RCA 236157 thypin ur. **Cables:** Thypinsteel.

**Management:** David Thypin (president), Gertrude Oltschick (secretary), Lawrence Gilbert (vice president), Stuart Oltschick (vice president). **Trading personnel:** David Thypin (stainless and carbon steel), Stuart Oltschick (flat rolled products), Lawrence Gilbert (stainless), Walter Bolken (export manager). **Established:** 1910. **Ownership:** Private. **Subsidiary & associates:** Thypin Steel Export Co Inc (export of carbon and stainless steel); Thypin Steel of New England Inc, Wilmington, MA (stocking of stainless steel products).

**Activities:** Stocking; import/export; brokering.

**Products handled:** Carbon steel—plates, shapes, bars, sheets, tubing, pipe, condenser tubes; stainless steel—plates, sheets, bars, angles, pipe, tubing.

**Members of:** Steel Service Center Institute.

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Steelmet Export  
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212-644-9044  
Telex: RCA 236077, ITT 422034  
Cable: NYSTEELMET, New York

## UNITED STATES

**Thyssen Inc**—see Thyssen Stahlunion GmbH, West Germany

**Thyssen Metal Service/Detroit Corp**—see Thyssen Stahlunion GmbH, West Germany

**Thyssen Steel/Southwest**—see Thyssen Stahlunion GmbH, West Germany

**Thyssen Steel/West Coast**—see Thyssen Stahlunion GmbH, West Germany

### Tioga Pipe Supply Co Inc

**Head office:** 2450 Wheatshaf Lane, PO Box 5997, Philadelphia, PA 19137. **Tel:** 215 831 0700. **Telex:** 83 4650. **Cables:** Tipco.

**Management:** Morton Keiser (president), Alan Keiser (vice president), Sheldon Prushan (financial controller), Bennett Keiser (sales manager), Andrew Keiser (corp growth). **Trading personnel:** Specialists—Ralph Lawrence (alloy steel), John Albany (stainless steel), Andrew Keiser (export), Jim Crighton (tubing). **Established:** 1945. **Ownership:** Kaiser family. **Subsidiary & associates:** Tioga Pipe Supply International Ltd, UK.

**Activities:** Stocking distributor for 32 domestic and offshore producing mills.

**Products handled:** Carbon, alloy and stainless steel tubes, pipes, fittings, flanges and valves. Specialty—heavy wall material.

**Members of:** Steel Service Center Institute; ASA; National Assn. of Steel Pipe Distributors.

### The Titan Industrial Corp

**Head office:** 745 Fifth Avenue, New York, NY 10151. **Tel:** 212 421 6700. **Telex:** RCA 232760. ITT 420526. WUI 62811. **Cables:** Titindus New York.

**Management:** New York headquarters—Jerome A. Siegel (chairman), Edward M. Siegel (president), Michael S. Levin (vice president), Edward M. Siegel Jr. (vice president), Stephen A. Levy (vice president and treasurer), Peter St. J. Reid (vice president, tinplate division), John Martin (vice president, tubing division), S. Donald Sussman (vice president, chief financial officer), Mark S. Feldmesser (controller). **Trading personnel:** New York office—Vincent Esselborn, Wilfred Brewer, Robert Stayman, Stuart Wallenstein, Ellen Horenstein, Howard Becker, Michael Bittenbender, Richard Zepp, Paolo Vernazza (European co-ordinator). London office—H. John Horrocks (manager), Michael C. Wisbey, Eric G. Bailey, Lou Jennings, Paul Irving, Chris Spacey. Milan office—Lucio Borgio (manager), Italo Poggi, Emilio Apprato, Fabio Montani. Madrid office—Jack Karasu (manager), Alphonso Acho Martin, Carlos Torijas Monroy. Lugano office—Stephen Krauss (manager). Johannesburg office—Derek L. Lee (manager). Bangkok office—Peter E. Dennis (manager), Ruangrith Chulvuthinant. Caracas office—Peter Korda (manager). Taiwan office—Henry Chang. Paris office—Pierre Chausseau. Mexico City office—Charles Inman (manager). **Established:** 1946. **Subsidiary & associates:** Titan International Ltd, London; Titan Italia SpA, Milan; Titan Acier SA, Lugano, Switzerland; Titan Industrial de España SA, Madrid; Titan Stahlhandel GmbH, Düsseldorf; Titan Acier (France) Sarl, Paris; Titan Industrial de Venezuela Ltda, Caracas; Titan Industrial Corp (1952) (Pty)†, Johannesburg; Pacific Steel Ltd, Bangkok; Dominion Steel Export Co Ltd, Toronto.



## UNITED STATES

**The Titan Industrial Corp** (*continued*)

**Activities:** Worldwide steel trading company.

**Products handled:** Tinplate; tinmill blackplate; galvanized sheet/coil; electrical sheet/coil; CR sheet/coil; HR sheet/coil; plates (all qualities); structurals (beams, channels and angles); hollow structural tubing; mechanical tubing; boiler, condenser and evaporator tubing; Axel tubing; steel piling; bearing piles; pipe (to all API qualities); slabs; ingots; billets; wire rods; reinforcing bars; pig iron. Specialists in seconds as well as primes in all of the above items.

**Companies represented on agency basis:** Exclusive worldwide export agent of Dofasco—Dominion Foundries & Steel Ltd, Canada (producers of tinplate and tinmill; blackplate; galvanized sheet/coil; CR sheet/coil; HR sheet/coil; electrical sheet/coil; plates, all qualities).

**Tokyo Boeki (USA) Inc**

**Addresses:** 60 East 42nd Street, New York, NY 10017 (Tel: 212 986 1070. Telex: ITT 422929 tbi ui. WU 126900. RCA 234799 tbn y ur. Cables: Tokyoboeki New-yorkny). c/o Kearns International, 155 Sansome Street, 8th Floor, San Francisco, CA 94104 (Tel: 415 986 0700. Telex: WU 340966). 333 North Michigan Avenue, Suite 1212, Chicago, IL 60601 (Tel: 312 236 7511. Telex: WU 206315 tokyo boeki cgo. Cables: Tokyoboeki).

**Activities:** Steel, raw materials and plant/machinery business.

**Tool Steel Service Inc**

**Head office:** 7333 S. 76th Avenue, Bridgeview, IL 60455. **Tel:** 312 458 7878. **Telex:** 270 084.

**Management:** Lee R. Miller (president), Warren G. Thomas (secretary treasurer), Lawrence Larson (vice president, finance). **Trading personnel:** Lee R. Miller.

**Established:** 1961. **Ownership:** Lee R. Miller.

**Activities:** Import; warehouse stocks.

**Products handled:** Tool steels (AISI A-2, D-2, O-1, H-13, S-1), high speed steel, ground flat stock, drill rod.

**Toyomenka (America) Inc**

**Head office:** One World Trade Center, Suite 4011, New York, NY 10048. **Tel:** 212 466 4600. **Telex:** WU 12 7095. ITT 42 1658. RCA 23 2506. **Cables:** Toyomenka Newyork.

**Management:** Board of directors—Takeshi Kohma (chairman), Shinji Matsumoto (president), Edmund Pendleton (attorney at law), John Anderson (attorney at law), Robert Johnson (Loeb, Rhoades & Co), James Farrell (senior vice president), Robert Cohen (vice president and secretary). **Trading personnel:** Takehiro Saito (marketing manager, steel). **Established:** 1951. **Capital:** \$50 million approx. **Ownership:** Wholly-owned subsidiary of Toyo Menka Kaisha Ltd (TMK)†, Japan. **Subsidiary & associates:** Toyomenka Canada Ltd†, Toronto, Montreal and Vancouver; Toyo Cotton Co, Dallas, Phoenix and McFarland; Diamond Perforated Metals Inc; Metalite Manufacturing Co; International Metal Inc; Orient Glass Inc; Sunny Tops Inc; Supreme Tex Inc; Sunrise Properties Inc. **Branches:** Chicago, San Francisco, Los Angeles, Portland, Seattle, Houston, Charlotte, Pittsburgh.

**Activities:** Toyomenka is a self-contained marketing and distribution enterprise. The functions are marketing and sales, finance, licensing, joint ventures and overseas investment, corporate planning and consultation.

**Products handled:** Iron and steel (import—carbon steel and special steels; export—alloy steel). Also metal and minerals, chemicals, plastics and fuels, industrial machinery and construction, lumber and plywood, textiles/apparel, consumer products/general merchandise, food and produce.

## UNITED STATES

**TradeArbed Inc**

**Head office:** 825 Third Avenue, New York, NY 10022. **Tel:** 212 486 9890. **Telex:** WU 126159. ITT 421180.

**Management:** Fernand Lamesch (president), J. Vance Wyckoff (vice president), P. H. Adams (vice president, sales). **Trading personnel:** Steve Caruso, Robert Bortz, Phillip H. Rubin. **Established:** 1925. **Capital:** \$1,200,000. **Ownership:** Arbed SA, Luxembourg. **Subsidiary & associates:** Skyline Steel Corp, Skyline Steel Industries Ltd, Canada (steel service centre).

**Activities:** Steel importers/exporters.

**Products handled:** Steel, carbon—bars, billets, blooms, ingots, sheet and strip (CR and HR), plates (CR and HR), pipe and tubing, wire rod, wire, scrap; steel sheet piling and rails.

**Companies represented on agency basis:** Arbed SA, Luxembourg (steel, carbon—bars, billets, blooms, ingots, sheet and strip (CR and HR), plates (CR and HR), pipe and tubing, wire rod, wire, scrap; steel sheet piling and rails) covering East, West, Gulf and Great Lakes areas.

**Members of:** American Institute for Imported Steel Inc, Assn. of Steel Distributors Inc, American Society for Testing & Materials (ASTM), West Coast Metal Importers Assn.

**TréfilArbed Inc**

**Address:** 825 Third Avenue, New York, NY 10022. **Tel:** 212 421 4240. **Telex:** 421180.

**Triangle Steel & Supply Co (Winter Wolff)**

**Head office:** 1000 West Francisco Street, Torrance, CA 90502. **Tel:** 213 538 9900. **Telex:** 69 1674, 69 1675 trissteel.

**Established:** 1950. **Ownership:** Asoma—The Lissauer Group.

**Activities:** Import with warehouses in Torrance, Bakersfield, San Diego, Oakland, Phoenix.

**Products handled:** Wire products, pipes, tubing, plates, flat rolled products, structurals, shapes, rebars. Also non-ferrous specialty metals.

**Companies represented on agency basis:** Iscor—South African Iron & Steel Industrial Corp Ltd, South Africa (all ferrous metals) covering Western USA.

**Members of:** Steel Service Center Institute, West Coast Metal Importers Assn., Assn. of Steel Distributors Inc.

**Tricoastal Steel Corp**

**Head office:** 61 South Main Street, PO Box 114, New City, NY 10956. **Tel:** 914 638 1898. **Telex:** 996564. **Cables:** Tricosteel.

**Management:** W. Orloff (president), M. Cunningham (vice president), M. Leonard (sales manager). **Trading personnel:** See management. **Established:** 1976. **Capital:** \$50,000. **Ownership:** W. Orloff. **Subsidiary & associates:** Tricoastal International Trading Corp (industrial products).

**Activities:** Export/import.

**Products handled:** All carbon and stainless steel products, primes and seconds.

**Members of:** American Iron & Steel Institute (AISI).

**Tubacex Inc**

**Head office:** 330 N. Belt E., Suite 236, Houston, TX 77060. **Tel:** 713 931 7403. **Telex:** 774 447.

**Management:** James H. Mitchell (executive vice president), M. J. Brand (secretary, treasurer). **Trading personnel:** J. Brand and S. Stewart. **Established:** 1976. **Ownership:** Tubacex Commercial.

**Activities:** Import sales; no stocks carried.



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## UNITED STATES

**Tubacex Inc** (continued)**Products handled:** Seamless tubes and pipes.**Members of:** Texas Assn. of Steel Importers.**Uddeholm Corp****Head office:** 721 Union Blvd., Totowa, NJ 07511. **Tel:** 201 785 8500. **Telex:** 130447.**Management:** Gus Nilsson (president), Paul Axell (vice president, marketing), Ake Sundvall (treasurer). **Trading personnel:** James Robinson (tool steel), Del Heiser (high speed), Tom Knudsen (cold rolled), Rich Owens (stainless). **Established:** 55 years (1980). **Ownership:** Uddeholms AB, Sweden. **Branches:** Fairfield, NJ; Austell, GA; Cleveland, OH; Dallas, TX; Itasca, IL; Hayward, CA; Houston, TX; Livonia, MI; Minnetonka, MN; Portland, OR; Sante Fe Springs, CA; South Windsor, CT; Plainville, CT; Long Island City, NY.**Activities:** Imports from mills in Sweden. Stocks carried in 24 service centres, which provide plasma cutting, slitting and grinding services.**Products handled:** Full line of tool steel for plastic mould, coldwork and hotwork applications; high speed and ASP steel; stainless sheets, plates, bars, tubes and pipe products; CR high carbon and stainless strip in tempered or annealed qualities.**Members of:** Steel Service Center Institute.**United Casing, Steel & Pipe Ltd****Head office:** 317 Massachusetts Avenue, PO Box 145, Haworth, NJ 07641. **Tel:** 201 387 1177. **Telex:** 135179 unicas hwrh.**Management:** Ivan Alexander (president), Barbara VanNess (manager, administration). **Trading personnel:** See management. **Established:** 1976. **Capital:** \$195,500. **Ownership:** Ivan Alexander. **Subsidiary & associates:** United Casing, c/o Woodhouse Petroleum Services, London (oil country supply company); United Casing, c/o Kloeckner Singapore Pte Ltd, Singapore (oil country supply and general steel trading and inventory carrying company).**Activities:** Stocks of drill pipe are carried in Singapore. The company specialises in oil country tubular goods (new casing, tubing and drill pipe), notably drill pipe. Sales are mostly from US Steel Corp, Vallourec, Sumitomo, NKK, Mannesmann, Hughes Tool Co, etc., on United Casing's account and not as an agent.**Products handled:** See above.**Members of:** International Assn. of Drilling Contractors, National Oil Equipment Manufacturers & Delegates Society.**United States Steel International Inc****Head office:** 600 Grant Street, PO Box 2319, Pittsburgh, PA 15230. **Tel:** 412 433 1121. **Telex:** 866440. **Cables:** Steelmaker.**Management:** Don P. Selby (president), T. C. Kennedy (director, international chemicals, sales and projects), W. W. Gustafson (vice president, commercial), J. L. Rudolphy (director, raw material sales London), J. W. Shirer (vice president, treasurer and comptroller), R. L. Bottoms (general manager, Asia sales), T. W. Butler (general manager, Latin American sales), P. Moller (general manager, USA and Canadian sales), J. L. Waddell Jr. (managing director, Europe, Africa and Middle East sales). **Trading personnel:** M. J. Walsh (general manager, product sourcing), J. J. Fitzgerald (manager, general trading and bar, rod and wire products), R. W. Lancaster (manager, plate, structural and tubular products), T. D. MacLean (manager, flat rolled, semi-finished and railroad products), H. E. Sinn (manager, tinmill products). **Established:** 1901.**Ownership:** United States Steel Corp, USA. **Subsidiary & associates:** United States Steel International of Canada Ltd (commercial activities), 7 King Street East, Suite 1200, Toronto, Ont. M5C 1A8 (Tel: 416 364 6291); Les Terrasses, Suite 1405, 1801 McGill College Avenue, Montreal, Que. H3A 2N4 (Tel: 514 285 1385); 608 42nd Avenue S.E., Calgary, Alb. T2G 1Y6 (Tel: 403 243 4074. Telex: 03 826758). United



## UNITED STATES

**United States Steel International Inc** (continued)

States Steel Western Hemisphere Inc, Pittsburgh, USA (commercial). Navios Corp (shipping). United States Steel Engineers & Consultants Inc. United States Steel Oilwell Supply Co (oilfield equipment sales). United States Steel International (Overseas) Ltd (commercial). United States Steel Overseas Capital Corp (financial).

**Branches:** Apartado 2736, Calle Veracruz, Urbanizacion Las Mercedes, Edificio A.B.A., piso 4, Caracas 101, Venezuela (Tel: 91 3946. Telex: 23491); Konigsallee 21-3, D 4000 Düsseldorf 1, West Germany (Tel: 0211 32 03 58. Telex: 8587 264. Cables: Steelmaker); Tenneco Building, 1010 Milam Street, PO Box 1590, Houston, TX 77001, USA (Tel: 713 751 5000. Telex: RCA 23 2543); Albany House, Petty France, London SW1H 9EQ, UK (Tel: 01 222 7700. Telex: 267167. Cables: Steelmaker); Apartado Postal 41 894, Mexico 10, DF, Mexico (Tel: 905 520 1077); Koger Executive Center, Seattle Building, Suite 221, 8325 Northwest 53rd Street, Miami, FL 33166, USA (Tel: 305 592 7585); Renngasse 1, A 1010 Vienna, Austria (Tel: 63 59 71. Telex: 76941).

**Activities:** Trading, import/export.

**Products handled:** Iron and steel products. Also non-ferrous metals, metallurgical and steam coal, iron ore, manganese, fluorspar, zinc concentrates, industrial chemicals, plastic and plasticisers.

**Members of:** American Iron & Steel Institute (AISI), International Iron & Steel Institute, American Society for Testing & Materials (ASTM), C.I.S.C.

**Universal Steel Co**—see Krupp Steel Products Inc**Universal Steel & Construction Materials Inc**

**Head office:** PO Box 1247, Hallandale, FL 33009. **Tel:** 305 454 9505. **Telex:** 510 954 9803 uni steel hala. **Cables:** Uni Steel.

**Management:** Albert Rode (president), Peter McGivney (vice president). **Trading personnel:** Albert Rode (purchases), Peter McGivney (purchases and sales).

**Established:** 1963. **Capital:** \$8 million. **Ownership:** Subsidiary of Pan American Trade Development Corp†, USA (importer and exporter of all kinds of steel). **Branches:** 200 N.E. 7th Street, Hallandale, FL 33009; PO Box 1679, Brandon, FL 33511; PO Box 7115, Savannah, GA 31408.

**Activities:** Steel service centres at above 3 locations. Also importer and exporter of steel.

**Products handled:** Hot rolled—steel angles, flats, rounds, squares, smooth plates, floor plates, wide flange beams, I-beams, galvanized and black pipe, sheets, channels, tubing.

**Members of:** Steel Service Center Institute.

**Usinor Steel Corp**

**Head office:** 600 Third Avenue, New York, NY 10016. **Tel:** 212 697 2532. **Telex:** WU 12 6457, 82650 (French Cable).

**Management:** Pierre Dehais (board chairman), Michel Glon-Villeneuve (executive vice president), Daniel Martin (vice president), James T. Kelly (vice president). **Established:** 1969. **Ownership:** Usinor, France. **Subsidiary & associates:** Toledo Pickling & Steel Service Inc, Toledo; Vicksburg Steel Service Inc, Vicksburg. **Branches:** Chicago (Tel: 312 655 3109); Detroit (Tel: 313 962 4062); Houston (Tel: 713 626 0505); Comercio y Promocion SA, Mexico (Tel: 905 525 2835).

**Activities:** Import, distribution through fully-owned service centres; stocks carried.

**Products handled:** Flat rolled products. Areas covered: Canada, USA, Mexico.

**Companies represented on agency basis:** Usinor—Union Sidérurgique du Nord et de l'Est de la France, France.

**Members of:** AISS, Assn. of Steel Distributors Inc (ASD), Steel Service Center Institute (SSCI).

## UNITED STATES

**Van Leeuwen Pipe & Tube Corp**

**Addresses:** 15333 Hempstead Road, PO Box 40904, Houston, TX 77040 (Tel: 713 466 9966. Telex: 774 294 leeuwpip hou. TWX 910 881 1664 leeuwpip hou); Mallard Street, PO Box 474, Slidell, LA 70458 (Tel: 504 522 9931); Corpus Christi, TX 78411 (Tel: 512 884 8525).

**Wessex Steel Ltd**

**Head office:** 49 Quail Court, Suite 209, Walnut Creek, CA 94596. **Tel:** 415 935 6190. **Telex:** 910 3856315.

**Management:** T. M. Desmond (president), I. P. Spratling. **Trading personnel:** T. M. Desmond, T. P. Desmond, P. Sargenti. **Established:** 1979. **Capital:** \$45,000.

**Subsidiary & associates:** Associated—Rudolf Wolff Steel Ltd†, Swansea, UK.

**Activities:** Steel trading.

**Products handled:** Tin mill products and general steels.

**M. Wimpfheimer & Son Inc**

**Head office:** 250 West 57th Street, New York, NY 10019. **Tel:** 212 586 7506. **Telex:** 224585. **Cables:** Mawiso Newyork.

**Management:** Ernst Wimpfheimer (president), Charles Wimpfheimer (vice president).

**Trading personnel:** See management. **Established:** 1939. **Ownership:** Family owned. **Subsidiary & associates:** McCathron Boiler Works, Bridgeport, CT (steel plate fabrication).

**Activities:** Import.

**Products handled:** Carbon steel products.

**Companies represented on agency basis:** Krupp Stahl AG, West Germany (wire rods).

**Members of:** American Institute for Imported Steel Inc.

**Wirth Inc**—see Wirth Ltd under Canada**Otto Wolff America Inc**

**Head office:** 11 East Adams Street, Suite 1200, Chicago, IL 60603. **Tel:** 312 427 0212. **Telex:** WU 25 3830.

**Management:** Jochen H. Tobeck (president), Charles Sylvester (manager, CR steel), Bernd Uhlenbrock (manager, tinplate), Wolf Schoenwaelder (manager, raw material for the steel industry). **Trading personnel:** See management. **Established:** 1974.

**Capital:** \$150,000. **Ownership:** Otto Wolff AG, West Germany. **Subsidiary & associates:** Otto Wolff America Inc, Houston and San Francisco.

**Activities:** Import of mill steel from Otto Wolff AG in Germany as an agency business for distribution in the USA. Export of petroleum coke and scrap from the USA to Europe.

**Members of:** Assn. of Steel Distributors Inc, American Importers Assn., Trade Assn. of Chicago, American Institute for Imported Steel Inc, German American Chamber of Commerce, Chicago Assn. of Commerce & Industry.

**Yaffe Iron & Metal Co**

**Head office:** H & Lexington, PO Box 916, Muskogee, OK 74401. **Tel:** 918 687 7543. **Telex:** 910 844 2409.

**Activities:** Scrap and steel distribution.

**Products handled:** Structural steel angles, rebars, channels, flats, sheets, I beams, remesh, pipes, plates, rounds, squares, tubing, wide flange beams, expanded metal and floor plates.

**Members of:** Assn. of Steel Distributors Inc.

## UNITED STATES

**Zelrich Steel Co Inc**

**Head office:** 11430 Denton Drive, PO Box 29667, Dallas, TX 75229. **Tel:** 214 247 3161. **Telex:** 73091.

**Management:** Jack L. Cooper (president), Donald E. Ploog (vice president, administration), John T. McNulty (vice president, marketing). **Established:** 1952. **Ownership:** Cargill Inc. **Branches:** Houston, TX (Joseph D. Lea, manager); Memphis, TN (James McMillan, manager); Tulsa, OK (Burnie F. Krusemark, manager).

## Uruguay

**Borimont Representaciones Ltda**

**Head office:** Trienta y Tres 1338, PO Box 791, Montevideo. **Tel:** 90 19 17, 90 25 69. **Telex:** 745 (for Borimont). **Cables:** Atlantis Montevideo.

**Management:** Heber Rico-Monteverde (managing director). **Trading personnel:** Whisner Martirena (assistant managing director). **Established:** 1932. **Capital:** US\$25,000. **Subsidiary & associates:** Borimont Representaciones (Argentina) Srlt, Coronel Díaz 1842, 1425 Buenos Aires (representatives of foreign firms).

**Activities:** Representatives of foreign firms on commission basis. No stocks carried.

**Products handled:** Billets, tinplate, steel sheets, stainless steel, ferro-alloys, etc.

**Companies represented on agency basis:** United States Steel International Inc, USA (stainless steel, wire rods, tinplate, steel sheets, etc.); Fischer & Korieth, West Germany (ferro-alloys).

**Juan M. Gonzalez Representaciones Ltda**

**Address:** Avda. 18 de Julio 1474, piso 6º, PO Box 5032, Montevideo. **Tel:** 402540, 402571, 402593, 406020. **Telex:** 835.

**C. Itoh & Co (Uruguay)**

**Address:** Banco do Brasil Building, Rio Negro, 1394, Esc. 603, Montevideo. **Tel:** 90 52 00. **Telex:** 6390 citoh uy.

**Carlos A. Nery Agencia**

**Head office:** Calle Zabala 1379, Esc. 24, Montevideo. **Tel:** 79 4951. **Cables:** Monplat.

**Management:** Carlos A. Nery. **Established:** 1953. **Ownership:** See management.

**Activities:** Import agency, no stocks carried.

**Products handled:** Wire rope, crusher mill spares, steel rolls, concrete breaker steels.

**Companies represented on agency basis:** British Ropes Ltd, UK; Hadfields Ltd, UK.

**Carlos Rydstrom Garese—Representaciones**

**Head office:** Rincón 531, P. 7, Oficina 701, Montevideo. **Tel:** 91 04 27, 91 37 61. **Telex:** 846. **Cables:** Charlie Montevideo.

**Management:** Carlos Rydstrom Garese. **Trading personnel:** Arturo Gonzalez Alambarri. **Established:** 1951. **Ownership:** See management.

**Activities:** Manufacturers' agent.

**Products handled:** Steel in general.

**Companies represented on agency basis:** British Steel Corp (BSC), UK and Republic Steel Corp, USA.

# USSR

**Finsider/Siderexport**—see Siderexport SpA, Italy

## Kanematsu-Gosho Ltd

**Address:** Prospect Mira 74, Kv 205, IPO Box 51, Moscow 1-41. **Tel:** 280 97 18, 280 89 37, 280 49 79, 280 99 11, 280 16 52. **Cables:** Kanegold.

## Marubeni Corp

**Address:** Pokrovskii Buljvar Dom 4-17, Kv. 29-30, PO Box 26, Moscow. **Tel:** 297 32 93, 297 29 27, 298 38 71, 298 50 14, 298 50 33. **Telex:** 7391, 7746. **Cables:** Marubeni Moscow.

## Mitsubishi Corp

**Address:** Apt. 17, 4/17 Pokrovsky Boulevard, Moscow Centre. **Tel:** 2975599. **Telex:** 7387. **Cables:** Mitsubishi Moscow.  
**Management:** K. Shirai.

## V/O Promsyrioimport

**Address:** 13 Chaikovsky Street, Moscow 121834. **Tel:** 203 05 77. **Telex:** 7151.  
**Cables:** Moscow G-99 Prmsi.  
**Activities:** Export and import of ferrous metals.

## Sumitomo Corp

**Address:** Apt. 20, St. Pushkinskaya 9, Index 103009, K-9 Moscow. **Tel:** 292 0953, 292 4015, 292 4646. **Telex:** 7734 sumit su. **Cables:** Sumitomo Moscow.

## Tokyo Boeki Ltd

**Address:** Kv. 24, No. 4/17 Pokrovskij Buljvar, Moscow. **Tel:** 298 50 24-63, 298 35 91, 298 52 60, 298 34 80. **Telex:** 7397 tomas. **Cables:** Tomas Moscow.

# Venezuela

**Acerotec CA**—see Thyssen Stahlunion GmbH, West Germany

## Representaciones Baethge Srl

**Head office:** Mijares a Sta. Capilla, Edif. Insbanca, piso 6, Of. 69, Apartado 3841, Caracas 101. **Tel:** 83 31 78. **Cables:** Baethge.  
**Companies represented on agency basis:** Bethlehem Steel Export Corp†, USA.

## Dolberg & Cia CA

**Head office:** Apartado 3761, Edif. Miranda, Esq. Padre Sierra 6° piso, Oficina 62, Caracas. **Tel:** 58 2 48 31 658. **Telex:** 22 877. **Cables:** Dolco Caracas.



**VENEZUELA****Dolberg & Cia CA** (*continued*)

**Management:** Friedrich Dunker (gerente), Peter Oldenburg (department management, steel).

**Activities:** Import/export and agency.

**Products handled:** Iron and steel products, general contracting, turnkey plant and equipment.

**Export-Union Düsseldorf GmbH**

**Address:** Apartado de Correos 76392, Caracas. **Tel:** 911942. **Telex:** 25512.

**Ferrum CA**

**Head office:** Calle 38 con 2A, Urb. La Urbina, Caracas (Apartado 70 624, Caracas 1070). **Tel:** 02 38 89 11, 02 38 79 01. **Telex:** 25 238. **Cables:** Ferrum Caracas.

**Management:** Wolfgang Schmid (general manager), Jan Hemrika (treasurer), Cornelius B. Vuurman (division manager, steel department), Jörg Riedel (division manager, technical department). **Trading personnel:** Cornelius B. Vuurman (steel division, Ferrum Venezuela), Jörg Riedel (technical division, Ferrum Venezuela). **Established:** 1948. **Capital:** Bs 35 million. **Subsidiary & associates:** Acieca—Aceros Industriales Especiales CA (stockists and trading of alloy steels), H. Welle SA (steel products stockists and hardware). **Branches:** Ferrum CA—Valencia, Barquisimeto, Maracaibo, Barcelona. H. Welle CA—Cd. Bolivar, Matanzas.

**Activities:** Import; stocks; import/export.

**Products handled:** Steel products—reinforcing bars, plates and sheets, profiles, tubular products, etc.; alloy steels—high carbon, stainless, alloys; industrial machinery—heavy steel tools, bridgecranes, automatic lathes, etc.

**George H. Gold & Associates**

**Address:** Apartado 6454, Caracas. **Tel:** 751 06 31, 76 40 15. **Telex:** 21374 venagent.

**C. Itoh & Co de Venezuela SA**

**Address:** Torre Phelps, piso 22, Plaza Venezuela, Caracas (Aptdo. 6602, Caracas 101). **Tel:** 781 3754, 781 4222, 781 6698, 782 6622. **Telex:** 22 715 citohccs. **Cables:** Citoh Caracas.

**Marubeni Venezuela CA**

**Head office:** Piso 12 Norte, Torre Phelps, Plaza Venezuela, Caracas (PO Box 14205, Candelaria, Caracas). **Tel:** 781 9822. **Telex:** 22836. **Cables:** Marubeni Caracas.

**Mitsubishi Venezolana CA**

**Address:** Apartado 60001 Chacao, Caracas 106. **Tel:** 283 6066. **Telex:** 23484.

**Cables:** Mitsubishi Caracas.

**Management:** Y. Ohara (vice presidente).

**Mitsui de Venezuela CA**

**Address:** Edificio Cavendes, piso 10, Avenida Francisco de Miranda, Cruce con Primera Avenida de Los Palos Grandes, Caracas 106 (Apartado 68200, Altamira, Caracas 106). **Tel:** 284 9411. **Telex:** 23116. **Cables:** Mitsui Caracas.

## VENEZUELA

**Nichimen Co Ltd**

**Address:** Edificio Centro Plaza, Torre B, Oficina B 15 F, Los Palos Grandes, Caracas (Apartado 62517, Chacao Caracas). **Tel:** 283 9024, 283 1942. **Telex:** 23193. **Cables:** Nichimen Caracas.

**Nissho-Iwai de Venezuela CA**

**Address:** Centro Comercial Los Cedros, 3 piso, Oficina 32-4, Avenida Libertador, Caracas (Apartado 1987 Carmelitas, Caracas 101). **Tel:** 02 71 31 65-6, 02 72 3135-7. **Telex:** 22822 nisrock. **Cables:** Nisshoiwai Caracas.

**Agencia Panamericana CA**

**Head office:** Madrices a Ibarra, Edificios Naco y Gamma, Caracas (Apartado 1189, Caracas 101). **Tel:** 82 17 10-4. **Telex:** 22610 panamag, 26117 panamag vc.

**Subsidiary & associates:** Affiliated with Asoma—The Lissauer Group.

**Activities:** General traders in steel, steel scrap, pig iron, ferrous and non-ferrous ores and concentrates, standard and high temperature alloys, major and minor metals, chemicals, etc.

**Products handled:** Semi-finished steel, bars, structurals, flat rolled products, wire rods, wire products, tubulars.

**Industrias Primary CA**

**Head office:** Torre La Primera, piso 12, Ofic. E. Avda. Fco. de Miranda, Chacaíto, Caracas 1060. **Tel:** 313133, 314088, 324286. **Telex:** 26333 plmat. **Cables:** Primary Caracas.

**Management:** Roberto Jorge Wellisch (manager). **Trading personnel:** Alberto Pereyra, Rigoberto García. **Established:** 1978. **Capital:** Bs 100,000. **Subsidiary & associates:** Primary Industries Corpt, New York, USA.

**Activities:** Import/export agency.

**Products handled:** Rebars, wire rods, HR coil, billets.

**Companies represented on agency basis:** Represents Primary Industries Corpt, USA for the import and export of steel products in Venezuela.

**Sandvik Venezuela CA**

**Head office:** Calle Bolívar 18, Edificio Sandvik, Apartado 80026, La Trinidad, Caracas. **Tel:** 931477, 932524, 933168. **Telex:** 21780 sandvik. **Cables:** Sandvik.

**Management:** Bengt J. V. Biström (managing director), Faustino Menendez (steel manager). **Trading:** The Caracas office also covers Sandvik activities in British Antilles, French Antilles, Netherlands Antilles, Aruba, Bahamas, Bermuda, Bonaire, Dominican Republic, Guyana, French Guyana, Haiti, Jamaica, Surinam, Trinidad-Tobago.

**Established:** 1967. **Capital:** Bs 2 million (will be increased in 1980). **Ownership:** Sandvik AB, Sweden.

**Siderexport**—see Siderexport SpA, Italy**SKF Venezolana SA**

**Head office:** Apartado 988, Caracas 1010. **Tel:** 627837, 627843. **Telex:** 21969, 22573. **Cables:** Eskaeef.

**Management:** Per Hanngren (managing director), Carlos Castillo (sales manager), Dennis Jiménez (finance manager), Antonio Díaz (material flow manager). **Trading personnel:** Carlos Castillo (sales manager). **Established:** 1953. **Ownership:** Swedish. **Branches:** Maracaibo (Telex: 61110 skf mbo), Puerto Ordaz (Telex: 86307 skf pzo).

**VENEZUELA****SKF Venezolana SA** (*continued*)

**Activities:** Imports, sales and distribution from local stocks.

**Products handled:** Steel, bearings, and automotive and industrial parts.

**Companies represented on agency basis:** SKF Steel, Sweden.

**Members of:** Asociación de Industriales Metalúrgicos.

**Stelco de Venezuela Srl**

**Head office:** Centro Ciudad Comercial Tamanaco, PO Box 68416, Caracas 1060. **Tel:** 92 75 68, 91 19 75. **Telex:** 23292 stelve. **Cables:** Vestelco.

**Management:** Othon Martínez (manager, Venezuela), William Yates (manager, South America). **Established:** 1971. **Capital:** Bs 25,000. **Ownership:** Stelco BV, Netherlands.

**Activities:** Import/export agency.

**Products handled:** Steel products. Also non-ferrous metals, and in addition, through its trading company Stelco SA† handles a variety of other general product lines, ferro-alloys, valves and pipe fittings, machinery, etc.

**Companies represented on agency basis:** Principally markets products manufactured by its principals Stelco Inc, Canada. However, through the trading company Stelco SA†, Switzerland there are agency agreements all over the world for various materials.

**Sumitomo Corp de Venezuela SA**

**Address:** Centro Capriles, Oficina 401-403, piso 4, Plaza Venezuela, Sabana Grande, Apartado Postal 20400, Caracas. **Tel:** 02 781 1911, 02 781 3211. **Telex:** 22780 sumitomo. **Cables:** Sumitomo Caracas.

**Tokyo Boeki Ltd**

**Address:** Edificio Easo, piso 2F, Avenida Francisco de Miranda Chacaito, Caracas. **Tel:** 330982. **Telex:** 23494 boeki. **Cables:** Boeki Caracas.

**Toyo Menka Kaisha Ltd**

**Address:** Room 205, 2nd Floor, Centro Capriles, Plaza Venezuela, Apartado 40546, Caracas 105. **Tel:** 781 5778, 781 6210. **Telex:** 21484 tomenkas. **Cables:** Toyoumenka Caracas.

**Venamer-Ofimersa SA**

**Head office:** Avda. Francisco de Miranda, Edif. Roraima, piso 13, Of. 13-G, Caracas (Apartado 60 392, Chacao). **Tel:** 33 99 30, 32 77 23, 33 20 43. **Telex:** 23 268 venamer. **Cables:** Venamer.

**Management:** Wolfgang Hartge (manager). **Trading personnel:** Rolf Franke (hot rolled products), Carlos Citerio (cold rolled products). **Established:** 1952. **Capital:** Bs 100,000. **Ownership:** See management.

**Activities:** Export/import agency.

**Products handled:** Flat rolled steel products (CR and HR), steel sections (beams, angles, etc.), stainless steel. Also ferro-alloys.

**Companies represented on agency basis:** Klöckner & Co†, West Germany; C F & I Steel Corp, USA; Schuchard Metal Export, a division of L.S. Enterprises NV, Belgium.

**Vencraft Venezuela CA**

**Head office:** Edificio Natale (Sótano), Avenida Chacaito, Bello Monte, Caracas 1050 (PO Box 60037, Caracas 1060). **Tel:** 71 80 90, 71 52 59, 71 61 67. **Telex:** 21062

## VENEZUELA

**Vencraft Venezuela CA** (continued)

nybys ve. **Cables:** Petco Caracas.

**Management:** Ivan Rubesa L. (managing director), Ramon Linares (chief of administration). **Trading personnel:** Jesus Mera Seoane (sales manager), Richard Simmons (head, steel and machinery sales department). **Established:** 1971. **Capital:** Bs 1 million. **Ownership:** Ivan Rubesa L. (77.1%); Jesus Mera Seoane (15.6%); Richard Simmons (3.3%); Ramon Linares (4.0%). **Subsidiary & associates:** Scan-Steel Caribbean Co NV, Curaçao (products handled—steel, non-ferrous metals, scrap, etc.); Tubinox CA, Caracas (handles stainless steel only).

**Activities:** Importers, distributors and import agents; stocks of stainless steel carried.

**Products handled:** Stainless steel, alloy steel, steel and iron in general, copper and copper alloys, aluminium, wood working machinery, knives, saws, etc.

**Companies represented on agency basis:** Including Nyby AB, Sweden; Ibach Stahlwerke KG, West Germany.

## Yugoslavia

### Ferimport

**Address:** Ilica 1, PO Box 1010, YU 41001 Zagreb. **Tel:** 041 44 50 11. **Telex:** 21 366, 21 505, 21 291. **Cables:** Ferimport Zagreb.

**Products handled:** Pig iron and steel, non-ferrous metals.

### Sour Feroelektro, Ro Export-Import

**Head office:** Maršala Tita 48, YU 71000 Sarajevo. **Tel:** 39 611, 39 606. **Telex:** 41 218, 41 335. **Cables:** Feroelektro Sarajevo.

**Management:** Djordje Karanikolas (export-import business board, president), Rajko Jegdić (director). **Trading personnel:** Muhamed Prcić, Dževad Bešlić, Taib Halimić, Salih Mutevelić. **Established:** 1947. **Ownership:** State-owned. **Subsidiary & associates:** Own enterprises abroad—Telma GmbH, Frankfurt; Telma, Vienna; Telma, Milan; Europex Co Ltd, Canada. Main activities—raw materials, semi-products, ferrous and non-ferrous products, ferro-alloys, refractory materials and performance of works (as contractor). **Branches:** Predstavništvo Feroelektro—1-22 Diplomatic Office Building, San Li Tun, Beijing, China; Mosfilmovskaya 42, Moscow, USSR; Gorskiego 1 m 46, 00033 Warsaw, Poland; Bd. Magheru 2/II, Bucharest, Rumania; Dosza Gyorgy ut. 92/a, Budapest VI, Hungary; Warschauerstrasse 8/V, Berlin 1034, East Germany; Mostecka 21/II, Prague, Czechoslovakia; Han Krum 3.1, Sofia, Bulgaria.

**Activities:** Import/export; consignment stocks; warehouses.

**Products handled:** Semis and finished steel, rolled and drawn; gray iron and steel castings; foundry and steelmaking pig iron. Also iron ore, ferro-alloys, coking coal, non-ferrous metals.

**Members of:** Consortium for Steel Turnover in SFR Yugoslavia.

### Industrijaimport

**Address:** Vuka Karadzica 41, Titograd. **Tel:** 081 22651. **Telex:** 61 138. **Cables:** Industriaimport.

**Products handled:** Iron and non-ferrous metals.

### Jugometal

**Address:** Deligradska 28, PO Box 311, YU 11001 Belgrade. **Tel:** 011 659 866. **Telex:** 12225. **Cables:** Jugometal Belgrade.

**Activities:** Export/import; representation of foreign companies.

**Products handled:** Ores and metals; finished and semi-finished iron and steel and non-ferrous metal products; non-metallic and chemical raw materials and finished products; equipment for mining, building construction, etc.



## YUGOSLAVIA

**Metalka**

**Address:** Dalmatinova 2, YU 61000 Ljubljana. **Tel:** 311 155, 327 261. **Telex:** 31395. **Cables:** Metalka Ljubljana.

**Products handled:** Iron and steel, non-ferrous metals, ores, industrial equipment, etc.

**Progres—Metal**

**Address:** Masarikova 5, Belgrade. **Tel:** 011 624 222. **Telex:** 11 109. **Cables:** Progres Belgrade.

**Products handled:** Iron, steel, non-ferrous metals, minerals.

**Siderexport—see Siderexport SpA, Italy****Tehnometal-Makedonija, Export-Import**

**Head office:** Str. Crvena Komuna 2, PO Box 93, YU 91000 Skopje. **Tel:** 091 238 211. **Telex:** 51124 yu tehno, 51421. **Cables:** Tehnometal Skopje.

**Management:** Z. Sarafov (president), J. Delovski (vice president), N. Paligora (managing director). **Trading personnel:** T. Božinovski, S. Nikolovski, A. Juvan. **Established:** 1945. **Capital:** Dinars 163,610,085. **Subsidiary & associates:** Macedonia Steel Ltd, London; Feromak GmbH, Export-Import, Vienna; Technometall GmbH, Export-Import, Frankfurt/Main; Tehnomak Italiana Srl, Milan; Yugotrade International Trading Co Ltd, Tokyo. **Branches:** Moscow, Warsaw, Prague, Bucharest, Sofia, Budapest, Berlin (East Germany), Thessaloniki, New Delhi, Istanbul.

**Activities:** Import, export; import/export agency; stocks carried.

**Products handled:** All kinds of HR and CR sheets, strip and coils; all kinds of pipes, reinforcement, bar and sections, slabs, ingots, blooms, pig iron, etc.

**Companies represented on agency basis:** Rudnici i Zelezara Skopje, Skopje; 11 Oktomvri Tube Works, Kumanovo; and Feni, Kavadarci, Yugoslavia.

**Members of:** Yugoslav Assn. of Steel Industry & Traders.

**Unis-Metalexport**

**Address:** Marsala Tita 24, Sarajevo. **Tel:** 071 37155. **Telex:** 41267.

**Products handled:** Ores, pig iron and steel, non-ferrous metals, ferro-alloys.

**Unis-Promet Repromaterijala**

**Head office:** Bulevar Borisa Kidriča br. 7, YU 71000 Sarajevo. **Tel:** 071 33811. **Telex:** 41175. **Cables:** Unis Repromat.

**Management:** Milanović Nikola (director). **Trading personnel:** Mrs. Nevenka Brkić (export department), Obrad Stojanović (import department). **Established:** 1953.

**Capital:** DM 10 million. **Ownership:** Public property. **Subsidiary & associates:** Unis has 36 factories all around Yugoslavia; main activities—production of automobiles and spare parts, batteries, bearings, bicycles and spares, typewriters, calculating machines, cash registers, bolts and screws, machines and tools for metal processing, paints and polishes for metal and wood, etc.

**Activities:** Trade on the Yugoslav market; export/import; agencies for foreign firms; own stocks.

**Products handled:** Rolled, drawn, and forged steel products. Also rolled, drawn, and forged non-ferrous metals; manufactured steel and metal products; sanitary material; civil engineering material; chemical products.

**Companies represented on agency basis:** Prohand, West Germany; Inbos, Italy.

**DO NOT FORGET** to look in Late Notes for late entries and amendments.

# Zaire

## Marubeni Corp

**Address:** Union Zairoise de Banques, 4° Etage Aile droite, Kinshasa (B.P. 7395, Kinshasa 1). **Tel:** 23446, 25764. **Telex:** 21357 beni zr. **Cables:** Marubeni Kinshasa.

# Zambia

## Marubeni Corp

**Address:** 1st Floor, Chester House, Cairo Road, PO Box 3991, Lusaka. **Tel:** 72071, 81072. **Telex:** 43340. **Cables:** Marubeni Lusaka.

## Sandvik (Zambia) Ltd

**Head office:** Plot No. 1745, Nakambala Road, PO Box 71148, Ndola. **Tel:** 3691-3. **Telex:** 34370. **Cables:** Coromant.

**Management:** Sven Aspeby (managing director). **Established:** 1964. **Capital:** K 300,000. **Ownership:** Sandvik AB, Sweden.

**Activities:** Importer and stockholder.

**Products handled:** Sandvik hollow bars (carbon and stainless steel); stainless pipes, tubes and fittings; stainless sheets and wire; covering Zambian market.

# Zimbabwe

## Asoma Zimbabwe (Pvt) Ltd

**Head office:** 6th Floor, Chamber of Mines Building, 47 Gordon Avenue, Salisbury (PO Box 8280, Causeway, Salisbury). **Tel:** 708 415. **Telex:** 2337.

**Established:** 1980. **Ownership:** Asoma—The Lissauer Group.

**Activities:** General traders in steel, steel scrap, pig iron, ferrous and non-ferrous ores and concentrates, standard and high temperature alloys, major and minor metals, chemicals, etc.

**Products handled:** Semi-finished steel, bars, structurals, flat rolled products, wire rods, wire products, tubulars.

**N. H. Goldschmidt (Pvt) Ltd**—see Gerber Goldschmidt Group (S.A.) (Pty) Ltd, South Africa

## Brian Stringer (Pvt) Ltd

**Head office:** Suite 26, General Building, 43 Stanley Avenue, PO Box 4040, Salisbury. **Tel:** 705475. **Telex:** 4619.

**Management:** B. Stringer (director). **Trading personnel:** See management.

**Established:** 1978. **Capital:** Zim \$32,000. **Ownership:** See management.

**Subsidiary & associates:** Zimbabwe Foreign Trade Organisation (Pvt) Ltd (exporters, agricultural products).

**Activities:** Export/import agents and traders.

**Products handled:** Rebars, light and medium mill sections.



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# Producers' Agents and Representatives

It is emphasised that relationships between producers (or producers' sales organisations) and traders can be based on either formal agency agreements or on more informal business arrangements.

## ARGENTINA

### **Dalmine Siderca Saic**

*Belgium:* Soconord SA (steel pipes).

### **Gurmendi SA**

*Bolivia:* Proindus Ltda for Argentina, Brazil, Chile, etc.

## AUSTRALIA

### **Australian Tube Mills Pty Ltd (ATM)**

*Australia:* Blyth, Greene, Jourdain (Trading) Pty Ltd (pipe and hollow sections).

### **Australian Wire Industries Pty Ltd**

*Australia:* Brown & Dureau Ltd (galvanized and plain wire, fencing wire, bead wire, piano wire, steel cable, prestressed concrete wire) for North and West Africa, Saudi Arabia, Arabian Gulf, Iraq, Pakistan, Bangladesh, Sri Lanka, Burma, Vietnam, Indonesia, Hawaii. *Indonesia:* PT Bandar Tirta (wire and wire products). *Philippines:* Ker & Co Ltd (steel wire products) for Philippines. *Singapore:* BHP Trading Pte Ltd (wire products) for Singapore.

### **BHP—The Broken Hill Pty Co Ltd**

*Australia:* Australian Metals Pty Ltd (semi-finished and finished steel); Blyth, Greene, Jourdain (Trading) Pty Ltd (structurals, merchant bars, HR and CR coils, plates); Brown & Dureau Ltd (billets, blooms, ingots, slabs, wire rods, HR coil/sheet, plates, tinplate, rails, pig iron) for North and West Africa, Saudi Arabia, Arabian Gulf, Iraq, Pakistan, Bangladesh, Sri Lanka, Burma, Vietnam, Indonesia, Hawaii; Heine Brothers (Australasia) Pty Ltd. *Indonesia:* PT Bandar Tirta (steel products).

*Philippines:* Ker & Co Ltd (iron and carbon steel products) for Philippines. *Singapore:* BHP Trading Pte Ltd (iron

and steel products) for Singapore and Malaysia. *Taiwan:* Jardine Matheson & Co Ltd. *Thailand:* Ronim Marketing Services (Thailand) Ltd (all products) for Thailand.

### **Comsteel—Commonwealth Steel Co Ltd**

*Australia:* Australian Metals Pty Ltd (stainless and special steels); Brown & Dureau Ltd (stainless steel coil/sheet, stainless steel balls, castings) for North and West Africa, Saudi Arabia, Arabian Gulf, Iraq, Pakistan, Bangladesh, Sri Lanka, Burma, Vietnam, Indonesia, Hawaii; Eagle & Globe Steel Ltd (alloy engineering, stainless bar products) for Australia. *Hong Kong:* Hutchison-Boag Engineering Ltd (steel products).

*Indonesia:* PT Bandar Tirta (steel products). *New Zealand:* Gilbert Lodge & Co Ltd for New Zealand. *Philippines:* Ker & Co Ltd (alloy and special steels) for Philippines. *Singapore:* BHP Trading Pte Ltd (stainless and special steels, forgings and castings) for Singapore and Malaysia. *UK:* Amari World Steel Ltd (stainless steel sheets).

### **General Tubing, Div. of Aquila Steel Co Ltd**

*UK:* F. A. Welling & Co Ltd for Europe.

### **John Lysaght (Australia) Ltd (JLA)**

*Australia:* Brown & Dureau Ltd (CR coil/sheet, coated sheets, galvanized sheets, non-oriented electrical coil/sheet, Zincalume coil/sheet) for North and West Africa, Saudi Arabia, Arabian Gulf, Iraq, Pakistan, Bangladesh, Sri Lanka, Burma, Vietnam, Indonesia, Hawaii; Heine Brothers (Australasia) Pty Ltd. *India:* C. Lakhotia & Sons (electrical steel sheets, cold reduced sheets, galvanized plain sheets and corrugated sheets, secondary items, etc.) for India. *Taiwan:* Jardine Matheson & Co Ltd.

### **Martin Bright Steels Ltd**

*Australia:* Eagle & Globe Steel Ltd



## PRODUCERS' AGENTS AND REPRESENTATIVES

**AUSTRALIA** (continued)

(bright steel bars) for Australia and New Zealand. *New Zealand:* Gilbert Lodge & Co Ltd for New Zealand.

**Palmer Tube Mills**

*Australia:* Blyth, Greene, Jourdain (Trading) Pty Ltd (hollow sections).

**Tubemakers of Australia Ltd**

*Australia:* Australian Metals Pty Ltd (tubular products); Blyth, Greene, Jourdain (Trading) Pty Ltd (pipe and hollow sections). *New Zealand:* Steel & Tube New Zealand Ltd (steel tubes and rectangular hollow sections).

**AUSTRIA****Felten & Guilleaume, Fabrik elektrischer Kabel, Stahl- und Kupferwerke AG (F & G)**

*Sweden:* Stena Stål AB (nails) for Sweden.

**Eisenwerk Sulzau-Werfen**

*Luxembourg:* André Duchscher.

**VEW—Vereinigte Edelstahlwerke AG**

*Brazil:* Aços Phoenix-Boehler SA. *Egypt:* Misr Commercial & Industrial Office, Abdel Hamid Saddi (all kinds of special and alloy steels) for Egypt. *France:* Aciers Phénix—Acier Service (special steel bars, plates and pipes; forgings for turbine blades, etc.) for France, French speaking Northern Africa. *Greece:* G. Gelvaris Technical Agencies (special steels) for Northern Greece; G. Maltsiniotis & Cie Srl. *Netherlands:* Metaalcompagnie Brabant BV. *New Zealand:* Cable-Price Steel Ltd (special steels) for New Zealand. *Norway:* Bull & Co A/S (special steel) for Norway. *Poland:* Poliglob SA, Commercial Agency. *Portugal:* A. Black Comércio e Indústria Sarl; A. A. Cálém & Filho Lda (high speed steels, tool steels, engineering steels, spring steels). *South Africa:* Arcona (Pty) Ltd (stainless and heat resistant steels in bars and sheet form, stainless steel tubing and tool steels, etc.). *Switzerland:* Gebr. Böhler & Co AG for Switzerland and Liechtenstein. *Taiwan:* United Metals Enterprise Co Ltd. *UK:* VEW Special Steels (UK) Ltd.

**Voest-Alpine AG**

*Austria:* Eisenexportgesellschaft mbH Nachf. KG (tubes, wire rods, CR strip,

sections, etc.) for Eastern Europe.

*Canada:* Wirth Ltd (wire rods, rails, plates, floor plates, sheets, pipes) for USA and Canada. *Finland:* Oy Insala Ab.

*France:* Aciers Phénix—Acier Service (HR and CR plates and sheets; dished boiler ends; clad plates; welded pipe; precision pipe; equipment for iron, chemical and other industries) for France, French speaking Northern Africa. *Sweden:* Svenska Voest-Alpine AB. *UK:* Bartella Ltd (steel plates, coils, sheets, tubes, wire, malleable fittings) for UK sales; Voest-Alpine (UK) Ltd.

**Voest Alpine Intertrading GmbH**

*India:* Parikh Steel Pvt Ltd (all kinds of steel products including billets, hot rolled coils, plates, sheets).

**BELGIUM****ALZ NV**

*India:* India Metal Agencies (stainless steel plates, sheets, strip). *Spain:* ALZ NV, Sucursal en España.

**Laminoirs d'Anvers SA**

*Belgium:* Frère-Bourgeois Commerciale SA. *Norway:* Fuglesangs Ltd A/S (HR long and flat products) for Norway.

**Armco-Liège SA**

*France:* Armco SA (high and low carbon). *India:* TI & M Sales Ltd (CR steel strip) for India.

**Barres Cylindriques de Précision SA (Barcyl)**

*UK:* J. N. Barker & Co (London) Ltd.

**NV Bekaert, etc.**

*Brazil:* Marcel Blum Importação, Exportação e Representações Ltda (all types of steel wire production). *Canada:* Barbalic Building Supplies Ltd (wire) for Eastern Canada. *Finland:* Oy Flinkenberg & Co Ab. *Portugal:* Santos, Mouta Ltda (wire and wire products). *USA:* Balfour, Guthrie & Co Ltd; Bekaert Steel Wire Corp; J. Gerber & Co Inc.

**Usines Gustave Bœl SA (UGB)**

*Canada:* Barbalic Building Supplies Ltd (plates and floor plates) for Canada.

*Italy:* Dr. Giuliano Fusco (HR steel plates, sheets, coils; CR steel sheets, coils; universal plates; wire rods) for Italy. *Norway:* Carl F. Hemsén A/S. *UK:* Queenborough Steel Co Ltd for UK and Irish Republic.

**Carlam—SA Carolorégienne de Laminage**

*Norway:* Fuglesangs Ltd A/S (HR long and flat products) for Norway.

## PRODUCERS' AGENTS AND REPRESENTATIVES

**BELGIUM** (continued)**SA Fabrique de Fer de Charleroi**

*Norway:* Fuglesangs Ltd A/S (HR steel plates) for Norway. *Spain:* Blitz & Parser (heavy and medium plates). *UK:* Queenborough Steel Co Ltd for UK and Irish Republic.

**Forges de Clabecq SA**

*Finland:* Oy Algot Ab (heavy plates). *Norway:* Fuglesangs Ltd A/S (HR steel plates) for Norway. *UK:* J. N. Barker & Co (London) Ltd.

**Cockerill**

*Argentina:* Link Srl (tinplate) for Argentina. *Belgium:* Comptoir Panaméricain Sidérurgique SA (tinplate) for Brazil. *Finland:* Oy Kontino Ab. *West Germany:* Cockerill Stahl GmbH. *India:* Industrial Importers Pvt Ltd (iron and steel products) for India. *Netherlands:* Cockerill Nederland BV. *Norway:* Eiler Fleischer & Søn A/S (steel products) for Norway. *UK:* United Continental Steels Ltd (HR, CR, electro-zinc, tinplate, electrical steels, wire rods, squares/rounds/flats (special qualities)). *USA:* Cockerill-Stinnes Steel Corp (exclusive US distributor).

**Tôleries Delloye-Matthieu SA**

*UK:* Primary Industries (UK) Ltd (electro galvanized sheet) for UK.

**Eurinter SA (sales company for Phenix SA)**

*Egypt:* United Organization for Interior Trade (galvanized steel sheets). *India:* Ashutosh Bhatt & Co. *UK:* United Continental Steels Ltd (hot dipped galvanized, Estetic prepainted, Skinplate).

**Tréfileries de Fontaine-L'Eveque SA**

*UK:* Frère-Bourgeois (UK) Ltd.

**Sté Métallurgique Hainaut-Sambre SA**

*Belgium:* Frère-Bourgeois Commerciale

*SA. France:* Frère-Bourgeois France Sarl. *Norway:* Fuglesangs Ltd A/S (HR long and flat products) for Norway. *UK:* Frère-Bourgeois (UK) Ltd.

**NV Tubes de Haren SA**

*Denmark:* P. Olsen & Co ApS. *UK:* Hugh Girvan & Co Ltd (tubes).

**Usines Emile Henricot SA**

*UK:* Patrick Godfrey.

**Laminoirs de Jemappes**

*Belgium:* Aciers Alexis SA (carbon and alloy steel). *Netherlands:* Cockerill Nederland BV.

**Laminoirs de Longtain**

*Finland:* Oy Kontino Ab. *UK:* Hugh Girvan & Co Ltd (hollow sections, HR sections). *USA:* Frère-Bourgeois (USA) Inc.

**Baume Marpent et Thirion Réunies****SA, Division Boechoutse Metaalfabrieken SA**

*UK:* E. C. Brown & Co Ltd (galvanized hoops, bars, sections and plates).

**SA Tubes de Nimy**

*UK:* J. N. Barker & Co (London) Ltd.

**Laminoirs du Ruau SA**

*Belgium:* Frère-Bourgeois Commerciale SA. *France:* Frère-Bourgeois France Sarl. *Norway:* Fuglesangs Ltd A/S (HR long and flat products) for Norway. *UK:* Frère-Bourgeois (UK) Ltd.

**Sidmar—Maritieme Staalnijverheid NV**

*Luxembourg:* TradeArbed SA. *Spain:* Blitz & Parser (steel plates).

**Forges de Thy-Marcinelle et Monceau SA (TMM)**

*Norway:* Fuglesangs Ltd A/S (HR long and flat products) for Norway.

**Thy-Marcinelle et Providence SA**

*Belgium:* Frère-Bourgeois Commerciale SA. *Norway:* Fuglesangs Ltd A/S (HR long and flat products) for Norway. *Sweden:* Nils Ahlgren AB (wire rods) for Sweden. *UK:* Frère-Bourgeois (UK) Ltd;

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SILICON SHEETS AND STRIPS - ELECTROLYTIC TINPLATE

**PRODUCERS' AGENTS AND REPRESENTATIVES****BELGIUM** (*continued*)

United Continental Steels Ltd (wide flange beams/columns, HR special sections).

**Tubemeuse—SA Usines à Tubes de la Meuse**

*Belgium:* Chemimetal SA.

**BRAZIL****Aços Anhanguera SA (Acoansa)**

*Brazil:* Caemi Internacional SA (non flat special steels) for Argentina, Chile and Peru.

**Cia Siderúrgica Belgo-Mineira**

*USA:* R. W. Hebard & Associates Inc for USA and Canada.

**Cobrasma SA**

*Mexico:* Latinoamericana de Comércio Exterior SA de CV.

**Confab Industrial SA**

*Mexico:* Latinoamericana de Comércio Exterior SA de CV.

**Cia Siderúrgica Pains (CSP)**

*Brazil:* Caemi Internacional SA (grinding balls) for Chile.

**Aços Finos Piratini SA**

*Denmark:* Damstahl A/S (stainless bars, all types) for Scandinavia. *West*

*Germany:* Dam Stahl-Handelsgesellschaft mbH (steel bars) for Europe.

*Netherlands:* Holstaal BV (steel bars, all types) for Europe. *Switzerland:*

Damstahl AG (steel bars) for Europe.

**Aços Villares SA**

*Denmark:* A. Johnson & Co A/S (stainless steel bars and forgings).

*Netherlands:* A. Johnson & Co BV

(stainless steel bars); Axel Johnson

Steel International BV (stainless steel

bars). *Sweden:* Axel Johnson Steel AB

(stainless steel bars) for Sweden. *UK:*

G.M.E. Steels Ltd (high speed and tool steel) for UK.

**CANADA****Associated Tubes Industries**

*Belgium:* Essemi SA (tubes).

**Atlas Steels**

*Australia:* Atlas Steels (Australia) Pty Ltd. *Mexico:* Aceromex Atlas SA (tool, stainless and drill steels). *Panama:* Vila Hermanos SA.

**Dofasco Inc (Formerly Dofasco—Dominion Foundries & Steel Ltd)**

*Hong Kong:* Desco (Hong Kong) Ltd

(secondary steel products). *UK:* Titan International Ltd. *USA:* The Titan Industrial Corp.

**Sidbec-Dosco Ltd**

*USA:* The R. H. Pines Corp (sheets and structurals).

**Stelco Inc**

*Australia:* Norman W. Hutchinson & Sons Pty Ltd (tinplate, steel tubing, sheets, etc.; wire, nuts and bolts, etc.).

*Guatemala:* A. Lamport & Cia Sucs. SC.

*Mexico:* Acosa—Agencias Canadenses y Occidentales SA. *New Zealand:* Th. De Schryver Ltd. *Pakistan:* J. B. Saeed &

Co. *Panama:* Vila Hermanos SA. *Puerto Rico:* Molina Trading Co. *Sri Lanka:*

Senarath Products Co (steel products)

for Sri Lanka. *Switzerland:* Stelco SA.

*UK:* The Steel Co of Canada (UK) Ltd (steel products) for UK and Ireland.

*USA:* The R. H. Pines Corp (plates).

*Venezuela:* Stelco de Venezuela Srl.

**Western Canada Steel Co Ltd (WCS)**

*USA:* The R. H. Pines Corp (structurals).

**CHINA****China National Metals & Minerals Import & Export Corp**

*Pakistan:* I.G. Traders.

**CZECHOSLOVAKIA****Ferromet**

*Norway:* Haagensen & Marstrand A/S (sole agents for imports into Norway).

*Spain:* Prometal SA (general agents for Spain). *UK:* Exico Ltd for UK; Primary

Industries (UK) Ltd (scaffolding tubes) for UK and Irish Republic.

**DENMARK****Det Danske Stålvalseværk A/S (DDS)**

*Egypt:* United Organization for Interior Trade (shipbuilding steel).

**Den Elektriske Staalrørsfabrik A/S**  
*UK:* Titan International Ltd.

**Fr. Rasch's**

*Greece:* Antony L. Skender & Co O.E. (exclusive agency for bright drawn bars).

## PRODUCERS' AGENTS AND REPRESENTATIVES

## FINLAND

**Haato-Tuote Oy**

*Belgium:* SA Aciers Sidero Stalen NV (large diameter welded tubes).

*Netherlands:* BV Handelsmaatschappij Ertsimport.

**Oy Hackman**

*Netherlands:* Svenska Uddeholm BV.

**Oy Ja-Ro Ab**

*Netherlands:* Axel Johnson Buizen BV (welded pipes). *UK:* Pipes Plus Ltd (welded stainless steel pipe to ASTM specifications) for UK.

**Outokumpu Oy**

*Belgium:* SA Aciers Sidero Stalen NV (stainless steel sheets). *Denmark:* Paul Bergsøe & Søn Trading A/S (stainless steel sheets and strip). *Irish Republic:* Stabright Fabrications Ltd (stainless steel sheets and coil). *Netherlands:* Merrem & la Porte NV (stainless steel sheets) for Netherlands. *Sweden:* Lennart Sjöstedt AB. *UK:* Reynolds European (London) Ltd. Reynolds acts for Outokumpu (Stainless Steel Division) in the UK market only. *USA:* Kurt Orban Co Inc (stainless sheets).

**Ovako Oy**

*Belgium:* Micomet Benelux SA. *Finland:* Oy Kontino Ab. *Israel:* Zevi Arison Ltd (billets, special steel, special wire rods). *Sweden:* Lennart Sjöstedt AB. *UK:* Bartella Ltd (stainless steel sheets, coil and strip) for UK sales; Varidex (London) Ltd (pig iron) for UK. *USA:* Kurt Orban Co Inc (alloy bars and rods).

**Rautaruukki Oy**

*Finland:* Oy Kontino Ab. *Irish Republic:* Axel Johnson & Co (Ireland) Ltd.

*Norway:* Aspelin-Stormbull Gruppen A/S (dished ends). *Sweden:* Heléns Rör AB for Sweden. *UK:* A. Johnson & Co (London) Ltd (Halikko Works—dished ends; Ylivieska Works—steel girders and beams).

## FRANCE

**Acierie et Laminoirs de Beauvoir SA**

*UK:* United Continental Steels Ltd (electro-zinc, CR).

**Biraghi-Entrepote**

*West Germany:* E. A. Giessen GmbH & Co KG (studded and finned tubing).

**Acieries de Bonpertuis**

*Belgium:* Essemi SA (strip and bars). *Netherlands:* Intermetaal BV (cutlery steels). *UK:* Ivor Spry & Co Ltd.

**BSL—Bignier Schmid-Laurent**

*Denmark:* Stavanger Staal A/S (welded stainless steel tubing and fittings).

*Netherlands:* BV Tistim. (BSL—Departement tubes et raccorderie).

**Carnaud SA**

*Norway:* Bull & Co A/S (tinplate) for Norway.

**Acieries de Champagnole**

*Belgium:* SA Aciers Sidero Stalen NV (high speed steels).

**Châtillon-Gorcy**

*Sweden:* Nils Ahlgren AB (drawn wire) for Sweden.

**Sté Chiers Châtillon**

*France:* Inoxium SA (stainless steel flat products).

**Sté des Tréfileries et Câbleries****Chiers-Gorcy**

*West Germany:* Metall-Chemie Handelsgesellschaft mbH & Co (stainless steel bars) for West Germany and Berlin.

**C.I.C.T.**

*France:* Vallourec International (OCTG and line pipe (seamless and welded), fittings, tubes and pipes according to API 5L ASTM), worldwide.

**Cockerill D.R.C.**

*West Germany:* Cockerill Stahl GmbH.

*Israel:* I. F. Gourian Metal Agencies (carbon and alloy steel bars and billets).

**Forges et Tréfileries de Conflandey**

*Israel:* Zevi Arison Ltd (special galvanized and copper wire).

**SA Couvracier**

*UK:* United Continental Steels Ltd (cladding sections).

**Creusot-Loire SA**

*Belgium:* Intramet (long products and special steel bars); Comptoir Panaméricain Sidérurgique SA (special steels) for Brazil. *Canada:* Solac Steel Ltd (round bars; plates, carbon, alloy, clad, stainless; forged products; cast products; stainless steel wire products) for Canada. *Denmark:* Daval A/S.

*France:* Centrafer SA (round bars, carbon plates, alloy, clad, stainless, forged products, cast products) for Canada. *West Germany:* Creusot-Loire GmbH (HR bars); Stappert Spezial-Stahl Handel GmbH (stainless steel flat bars). *India:* Independent International (tool and alloy steel, stainless steel). *Italy:* ACL—Acciaierie Creusot-Loire.

**Daval SA**

*Canada:* Francosteel Canada Inc. *Denmark:* Daval A/S. *Israel:* Zevi Arison Ltd (bars, merchant bars, structurals,



**PRODUCERS' AGENTS AND REPRESENTATIVES****FRANCE (continued)**

wire rods, HR and CR coils and sheets, plates and ship plates, galvanized coils and sheets, prepainted coils and sheets). *Italy:* Solsider-Davumex Srl (HR and CR coils and sheets, plates and long steel products). *Portugal:* Nogueira Ltda.

**Sté de Exploitation de la Sidérurgie de Decazeville**

*Israel:* I. F. Gourian Metal Agencies (tube rounds, bars and billets by continuous casting). *UK:* Comertek Special Steels Ltd for UK.

**Forges Maurice Dembiermont SA**

*UK:* The Davum Steel Co Ltd (ring and other forgings).

**Sté Métallurgique de l'Escaut (Métalescaut)**

*UK:* Usinor-Vente for UK and Irish Republic.

**Sté Etilam-Gravigny (EG)**

*India:* Independent International (CR steel strip and coated strip). *UK:* Production Steel Supplies Ltd (CR narrow strip; low, medium and high carbon; hot dipped tinned and terne prepainted).

**Galvanor/Coloracier—SA de Construction et de Galvanisation de Montataire**

*Belgium:* Usinor-Vente (Benelux). *France:* Usinor Export. *Italy:* Usinor Italia SpA. *UK:* Usinor-Vente for UK and Irish Republic.

**Éts Métallurgiques Louis Gauchon & Ses Fils**

*Norway:* Nicolay Paus A/S (steel flanges).

**Forges de Gueugnon**

*Israel:* Zevi Arison Ltd (electrical sheets).

**Inoxium SA**

*Belgium:* Franbelmet SA. *Canada:* Solac Steel Ltd (stainless steel sheets). *Denmark:* A. Johnson & Co A/S (stainless sheets and coils). *Egypt:* United Organization for Interior Trade (stainless steel). *France:* Centrafer SA (stainless steel sheet). *India:* Amp Agencies Pvt Ltd (stainless steel). *Netherlands:* Axel Johnson Steel International BV (CR sheets). *Sweden:* Axel Johnson Steel AB (stainless steel sheets). *UK:* Bartella Ltd (stainless steel sheets, coil and strip) for UK sales. *USA:* ISG Steel Corp (stainless steel strip).

**SA Iton-Seine**

*UK:* Titan International Ltd.

**Le Material de Voie**

*Israel:* Zevi Arison Ltd (rails and accessories).

**Fabrique de Fer de Maubeuge (FFM)**

*Norway:* Bull & Co A/S (galvanized steel sheets, etc.) for Norway. *UK:* Queenborough Steel Co Ltd for UK and Irish Republic.

**Sté Meusienne de Constructions Mécaniques**

*Denmark:* Stavanger Staal A/S (welded stainless steel tubing). *West Germany:* E. A. Giessen GmbH & Co KG (welded tubing and sections in stainless steels).

**Sté Métallurgique et Navale Dunkerque-Normandie**

*Italy:* Socifa SpA (wire rods) for Italy. *Norway:* Ingeniørforretningen Atlas A/S (wire rods). *Portugal:* Santos Mendonça Ltda. *UK:* Steel & Metal Products Co Ltd (carbon steel wire rods for wire drawing, cold heading, high carbon wire and springs, etc.; angles, flats and bars) for UK.

**Nomel SA**

*Norway:* Ingeniørforretningen Atlas A/S (high grade CR strip).

**Aciéries et Outillage Peugeot**

*France:* Inoxium SA (stainless steel flat products).

**Peugeot-Loire**

*Belgium:* Franbelmet SA. *Canada:* Solac Steel Ltd (stainless steel strip) for Canada. *France:* Centrafer SA (stainless steel strip) for Canada.

**Pont-à-Mousson SA**

*Canada:* Francosteel Canada Inc (pipes). *Denmark:* Daval A/S. *Egypt:* Misr Foreign Trade Co for Egypt. *Norway:* Paus & Paus A/S.

**Sté Profilafoird**

*Finland:* Oy Kontino Ab. *West Germany:* Cockerill Stahl GmbH. *UK:* United Continental Steels Ltd (CR sections, pro-silos).

**Profilés et Tubes de l'Est**

*Netherlands:* Daval Nederland BV for Netherlands.

**Sacilor—Aciéries et Laminiers de Lorraine**

*Belgium:* Daval SA Belge; Maison F. Mathieu SA. *France:* Daval; Le Fer Blanc SA. *Netherlands:* Daval Nederland BV for Netherlands. *Norway:* Daval (Norge) A/S. *Portugal:* Nogueira Ltda. *USA:* Daval Steel Products; Francosteel Corp for USA.

## PRODUCERS' AGENTS AND REPRESENTATIVES

**FRANCE** (continued)**Safe—Sté des Aciers Fins de l'Est**

*Belgium:* SA Aciers Sidero Stalen NV (engineering steels).

**Hauts Fourneaux Réunis de Saulnes & Uckange**

*Egypt:* United Organization for Interior Trade (pig iron).

**Sollac—Sté Lorraine de Laminage Continu**

*Belgium:* Daval SA Belge; Maison F. Mathieu SA. *Netherlands:* Daval Nederland BV for Netherlands. *Norway:* Daval (Norge) A/S.

**Solmar—Sté Lorraine et Méridionale de Laminage Continu**

*Netherlands:* Daval Nederland BV for Netherlands.

**Sprint Metal**

*Belgium:* Intramet (stainless steel wire). *UK:* Creusot-Loire Steel Co Ltd (stainless steel wire).

**Laminaires à Froid de Thionville**

*Finland:* Oy Kontino Ab. *Sweden:* Nils Ahlgren AB (CR strip) for Sweden.

**Tréfilunion SA**

*Israel:* Zevi Arison Ltd (drawn and galvanized wire).

**Ugine Aciers**

*Canada:* Specialty Steels, Division of Intsel of Canada Ltd (stainless and alloy bars and wire rod). *UK:* Pechiney Ugine Kuhlmann Ltd (stainless and alloy bars, wire rods).

**Ugine Gueugnon**

*Canada:* Specialty Steels, Division of Intsel of Canada Ltd (CR stainless flat products). *UK:* Pechiney Ugine Kuhlmann Ltd (flat rolled stainless sheets, coils and plates).

**Usinor—Union Sidérurgique du Nord et de l'Est de la France**

*Belgium:* Usinor-Vente (Benelux). *Canada:* Barbalic Building Supplies Ltd (plates, structural steel, wire rods) for Canada. *France:* Inoxium SA (stainless steel flat products); Le Fer Blanc SA (third world countries); Usinor Export. *West Germany:* Cockerill Stahl GmbH; Transcometal GmbH. *Italy:* Usinor Italia SpA. *Sweden:* Usinor Norden AB. *UK:* Usinor-Vente for UK and Irish Republic. *USA:* Usinor Steel Corp.

**Vallourec—Usines à Tubes de Lorraine-Escaut et Vallourec Réunies**

*Australia:* Sagma (Aust.) Pty Ltd (stainless steel tube) for Australasia.

*Canada:* Solac Steel Ltd (tubular steel products—heads, fittings) for Canada.

*France:* Vallourec International (OCTG and line pipe (seamless and welded), fittings, tubes and pipes according to API 5L ASTM), worldwide. *Norway:* Nicolay Paus A/S (fittings). *Portugal:* Nogueira Ltda. *UK:* Pechiney Ugine Kuhlmann Ltd (seamless and welded stainless and heat resisting tubes and pipes, tin/lead coated and uncoated mild steel precision strip); Vallourec International (UK) Ltd (UK representatives).

**Vallourec International**

*India:* Variety (Agents) Pvt Ltd (tubes, boiler quality tubes, pipes, etc.).

**Sté Vincey-Bourget**

*France:* Vallourec International (OCTG and line pipe (seamless and welded), fittings, tubes and pipes according to API 5L ASTM), worldwide.

**Tréfileries de Xertigny**

*Sweden:* Nils Ahlgren AB (fine wire) for Sweden.

**Ziégler SA**

*France:* Armco SA (aluminized steels); Daval. *Netherlands:* Daval Nederland BV for Netherlands. *USA:* Daval Steel Products.

**EAST GERMANY****Metallurgiehandel GmbH**

*Belgium:* Euro-Union-Metal SA. *India:* Apeejay Pvt Ltd.

**WEST GERMANY****Andernach & Bleck**

*Norway:* Ferrostaal A/S (bright bars and CR strip).

**Paderwerk Gebr. Benteler**

*Sweden:* Heléns Rör AB for Scandinavia.

**Benteler-Werke AG**

*India:* Sri Padmanabha & Co (steel tubes) for India. *Sweden:* Heléns Rör AB for Scandinavia.

**Stahlwerke Bochum AG (SWB)**

*West Germany:* EBG Elektroblech Gesellschaft mbH.

**Stahlwerke Brüninghaus**

*Netherlands:* Robert Zapp (Holland) BV.

**Edelstahlwerke Buderus AG**

*UK:* The Davum Steel Co Ltd (general forgings and narrow strip). *USA:* ISG Steel Corp (stainless strip, open and closed die forgings, die blocks, tool steels, finished-machined parts).

## PRODUCERS' AGENTS AND REPRESENTATIVES

**WEST GERMANY** (continued)**Dillinger Hüttenwerke**

*Belgium:* Daval SA Belge; Maison F. Mathieu SA. *France:* Daval; Le Fer Blanc SA. *Netherlands:* Daval Nederland BV for Netherlands. *Norway:* Daval (Norge) A/S. *Portugal:* Nogueira Ltda. *USA:* Daval Steel Products; Francosteel Corp for USA.

**Döhner AG**

*India:* Independent International (CR steel strip).

**Dörrenberg Edelstahl GmbH**

*Belgium:* SA Aciers Sidero Stalen NV (stainless, heat/wear resistant castings).

**J. N. Eberle & Cie GmbH**

*Italy:* SKF Acciaio SpA (steel strip). *Japan:* SKF of Japan Ltd (strip) for Japan. *Mexico:* SKF Mexicana SA. *Switzerland:* SKF (Schweiz) (strip, saws, springs). *UK:* Knight Strip Metals Ltd (carbon steel).

**EBG—Elektroblech Gesellschaft mbH**

*Finland:* Oy Kontino Ab. *Netherlands:* Roba Handelmaatschappij BV (electrical sheets and coils) for Netherlands.

**Stahlwerke Ergste GmbH & Co KG**

*Netherlands:* Robert Zapp (Holland) BV. *Switzerland:* Robert Zapp AG. *UK:* Alexander Marcar & Co Ltd/Marcar Steel & Engineering Export Ltd.

**Eisen und Drahtwerk Erlau AG**

*UK:* Alexander Marcar & Co Ltd/Marcar Steel & Engineering Export Ltd.

**Eschweiler Bergwerks-Verein Hüttenbetriebe (EBV)**

*Luxembourg:* TradeArbed SA.

**Estel Export AG**

*Argentina:* Henry Hirschen & Cia SA (tinplate, HR and CR sheets and plates, ship plates and profiles, special steels). *Greece:* Alcis Contaratos.

**Galvano Gesellschaft**

*Denmark:* A. Bastrup Metaller (copper and nickel coated steel).

**Ewald Giebel KG**

*UK:* Dow & Wilson Ltd (CR steel strip in widths 4-1,000 mm in surface finishes bright, matt, hot dipped galvanized, electrolytic galvanized, tinned, leaded and colour coated; also carbon CR strip 0.10-0.75 carbon).

**Stahldrahtwerke Adolf Hahn & Co**

*Norway:* Rolfsen & Juell A/S.

**Halbergerhütte GmbH**

*Denmark:* Daval A/S.

**Hesse & Co**

*Denmark:* A. Bastrup Metaller (CR steel).

**Hoberg & Driesch**

*Sweden:* Nils Ahlgren AB (industrial tubes) for Sweden.

**Hoesch Handel AG**

*India:* Greaves Cotton & Co Ltd.

**Hoesch Hüttenwerke AG**

*Denmark:* M. J. Grønbech & Sønner A/S (steel sheet piling). *West Germany:* Estel Export AG.

**Hoesch Röhrenwerke AG**

*West Germany:* Estel Export AG.

**Hoesch Siegerlandwerke AG**

*West Germany:* Estel Export AG.

**Hoesch Werke Hohenlimburg-Schwerte AG**

*West Germany:* Estel Export AG. *UK:* Alexander Marcar & Co Ltd/Marcar Steel & Engineering Export Ltd.

**Ibach Stahlwerke KG**

*Venezuela:* Vencraft Venezuela CA.

**Otto Junker GmbH**

*Netherlands:* Robert Zapp (Holland) BV.

**Kind & Co Edeltahlwerk**

*Argentina:* Link Srl (alloy steel mill) for Latin America. *UK:* Tower Steel Ltd (all products).

**Klößner & Co**

*UK:* Klößner Steel Co Ltd (CR and HR strip mill products; plates; structural steels; tubular products; stainless, alloy and carbon bars; wire and wire products; heavy forgings) for UK and Irish Republic. *USA:* Klößner Inc (representing their entire product line for North and Central America). *Venezuela:* Venamer-Ofimera SA.

**Klößner Draht GmbH**

*Finland:* Hellefors-Hofors Steel Oy; SKF Stål (wire). *Norway:* Nicolay Paus A/S.

**Klößner-Werke AG**

*Egypt:* L.M.G. International Trade Corp Ltd. *West Germany:* Klößner & Co. *UK:* Klößner Steel Co Ltd for UK and Irish Republic (through Klößner & Co). *USA:* Klößner Inc (entire product line) for North and Central America.

**Fried. Krupp GmbH**

*Argentina:* Aceros Fortuna SA.

**Krupp Stahl AG (formerly Fried.****Krupp Hüttenwerke AG (FKH))**

*Belgium:* Aciers Krupp Staal Sprl Pvba. *Chile:* Kúpfer Hnos. SA (special steels). *Finland:* Oy Algot Ab (forgings). *India:* Protos Engineering Co Pvt Ltd (forgings). *Netherlands:* Ancostaal BV; Merrem & la Porte NV (forgings) for Netherlands; Smitfort-Staal BV; Robert Zapp (Holland) BV. *Norway:* Rolfsen & Juell A/S. *Poland:* Poliglob SA, Commercial Agency. *South Africa:*

## PRODUCERS' AGENTS AND REPRESENTATIVES

**WEST GERMANY** (continued)

Krupp South Africa (Pty) Ltd.  
*Switzerland:* Robert Zapp AG. *UK:*  
 Alexander Marcar & Co Ltd/Marcar  
 Steel & Engineering Export Ltd; J. M. J.  
 Maus Ltd. *USA:* M. Wimpfheimer & Son  
 Inc (wire rods).

**Krupp Stahlexport**

*South Africa:* Krupp South Africa (Pty)  
 Ltd. *UK:* J. M. J. Maus Ltd.

**Friedrich Lohmann GmbH**

*Argentina:* Link Srl (alloy steel mill) for  
 Latin America.

**Metallhüttenwerke Lübeck**

*Norway:* Eiler Fleischer & Søn A/S (pig  
 iron) for Norway.

**Mannesmann AG**

*Poland:* Poliglob SA, Commercial  
 Agency. *UK:* Mannesmann Supplies &  
 Services Ltd.

**Mannesmann Handel AG**

*Belgium:* NV Mannesmann Import-  
 Export SA. *Denmark:* Mannesmann Jern  
 og Staal. *Finland:* Oy Mercantile Ab  
 (tubes, tubular products). *Greece:* Leon  
 Amariglio SA (hollow sections); Sidma  
 SA (hollow sections, distributors).  
*Switzerland:* Mannesmann Handel AG.  
*Taiwan:* Friends Industrial Corp.

**Mannesmannröhren-Werke AG**

*West Germany:* Mannesmann Handel AG.  
*UK:* Thyssen Steel Ltd.

**Neunkircher Eisenwerk AG**

*Luxembourg:* TradeArbed SA.  
*Netherlands:* Roba Handel-  
 maatschappij BV (tubes, bars, wire rods)  
 for Netherlands.

**Pass & Co**

*West Germany:* Bernd Hilgenberg,  
 Edelstahl-Agentur (long welded pipes in  
 stainless steel, heat resisting steel and  
 super alloys).

**Stahlwerke Peine-Salzgitter (P & S)**

*Austria:* Salzgitter Stahl GmbH.  
*France:* Salzgitter France SA. *Italy:*  
 Cesare Pozzi SpA. *UK:* Salzgitter  
 (London) Ltd.

**Peiner Stahlexport GmbH**

*Finland:* Oy Kontino Ab. *USA:* Feralloy  
 Corp.

**Platetahl—Stahlwerke R. & H.****Plate**

*Denmark:* SKF Stål A/S.

**Poppe & Potthoff**

*Denmark:* P. Olsen & Co ApS. *USA:*  
 Kurt Urban Co Inc (diesel fuel injection  
 tubing).

**Heinrich Reining GmbH**

*India:* Independent International (tool  
 and alloy steel).

**Rheinische Stahlwerke Bau- und Wärmetechnik**

*Netherlands:* Oving-Diepeveen-  
 Struycken NV (cast iron pipes).

**Rheinstahl AG**

*Poland:* Poliglob SA, Commercial  
 Agency.

**Stahlwerke Röchling-Burbach GmbH**

*Luxembourg:* André Duchscher;  
 TradeArbed SA. *Netherlands:* Hamel  
 Metaal BV. *Spain:* Aceros Roehling SA.  
*Switzerland:* Röchlingstahl AG.

**Röchling-Stahlexport GmbH**

*India:* Variety (Agents) Pvt Ltd (forgings,  
 rolls, etc.). *Israel:* Eng. J. S. Feingold  
 (Technical Supplies) Ltd. *Norway:* Carl  
 F. Hemsen A/S. *Spain:* Aceros  
 Roehling SA.

**Roesler Draht AG**

*Canada:* Wirth Ltd (wire products) for  
 Canada and USA.

**Salzgitter Stahl GmbH**

*Austria:* Salzgitter Stahl GmbH.  
*Canada:* Wirth Ltd (wide flange beams)  
 for Canada. *France:* Salzgitter France  
 SA. *Guatemala:* Agrinco SA. *South  
 Korea:* Power Corp (iron and steel  
 products). *USA:* Feralloy Corp (flat rolled  
 products).

**Schmidt & Clemens GmbH & Co**

*Canada:* H. J. Skelton (Canada) Ltd  
 (extrusion press components, tube  
 forming rolls, alloy and stainless steel  
 castings) for Canada. *Sweden:* Thyssen  
 Specialstål AB.

**Schmolz & Bickenbach**

*UK:* Molycut Fine Steels Ltd (tool steel)  
 for UK.

**Schoeller Werk KG**

*Sweden:* Däumichen Metall AB. *UK:*  
 Atlas Alloys Ltd.

**Manfred Schumacher**

*Sweden:* Nils Ahlgren AB (cold drawn  
 seamless tubes) for Sweden.

**Schwäbische Hüttenwerke GmbH (SHW)**

*Denmark:* SKF Stål A/S (free-cutting  
 steel and other bright steel, hardened  
 shafts, castings and forgings).  
*Switzerland:* SKF (Schweiz) (cold  
 finished bars, drawn, peeled, ground).

**Siegener AG**

*West Germany:* Estel Export AG.

**Thyssen AG**

*West Germany:* Thyssen Stahlunion



## PRODUCERS' AGENTS AND REPRESENTATIVES

## WEST GERMANY (continued)

GmbH. *Mexico*: Marathon Mexicana SA for Mexico. *Italy*: Cesare Pozzi SpA. *Norway*: Ferrostaal A/S (black steel). *Poland*: Poliglob SA, Commercial Agency. *UK*: Thyssen Steel Ltd.

**Thyssen Draht AG**

*Sweden*: Thyssen Specialstål AB. *UK*: Thyssen Steel Ltd.

**Thyssen Edelstahlwerke AG (TEW)**

*Denmark*: A/S Erling B. Ibsen. *France*: Stinox (stainless steel (CR sheets and strip, HR plates)). *India*: Protos Engineering Co Pvt Ltd (tool and alloy steel). *Sweden*: Thyssen Specialstål AB. *Turkey*: Asil Çelik Sanayi ve Ticaret AŞ for Turkey. *UK*: Amari World Steel Ltd (stainless steel sheets); Thyssen Fine Steels Ltd.

**Thyssen Niederrhein AG**

*UK*: Thyssen Steel Ltd. *USA*: Kurt Orban Co Inc (carbon steel wire rod).

**Thyssen Schalker Verein GmbH**

*UK*: Thyssen Steel Ltd.

**TréfilArbed**

*Finland*: Oy Mercantile Ab (wire, wire products).

**VDM—Vereinigte Deutsche Metallwerke AG**

*Switzerland*: Schubarth & Co AG (metal and steel products).

**Wälzlagerrohr AG**

*India*: Protos Engineering Co Pvt Ltd (ball bearing tubes). *UK*: Thyssen Fine Steels Ltd.

**Stahlwerk Westig GmbH**

*Canada*: Fagersta Ltd (strip steel) for Canada. *India*: Sri Padmanabha & Co (high grade steel) for India. *Mexico*: Rescandi SA de CV (high grade steel, cold drawn, CR, unhardened and hardened). *Netherlands*: Sandvik Nederland BV. *UK*: Fagersta Ltd.

**Wickeder Eisen- und Stahlwerke GmbH**

*Norway*: Carl F. Hemsén A/S. *UK*: Feran Steel Ltd for UK, USA, Australia, South Africa or any other English speaking areas.

## GREECE

**Metal Works of Attica SA**

*Cyprus*: Phanos N. Epiphaniou Ltd (steel tubes).

**Corinth Pipe Works SA**

*Cyprus*: Phanos N. Epiphaniou Ltd (steel tubes).

**Sidenor—Steel Works of Northern Greece SA**

*Cyprus*: Phanos N. Epiphaniou Ltd (reinforcing bars and merchant bars).

**Viohalyps SA**

*Cyprus*: Phanos N. Epiphaniou Ltd (fabric reinforcement, galvanized wire, etc.).

## HUNGARY

**Metalimpex**

*India*: M. A. Hoosein & Bros. (special steels only). *Italy*: Cosinter SpA (imports into Italy of coils, sheets, sections); Emilio Thierry & Figlio Sas. *Norway*: A/S Einar Kunsts Eftf (bars, sections, plates, sheets, tubes, grinding balls). *Sweden*: Stalagenturen AB (merchant bars, joists and channels, HR plates, HR coils, wire rods, CR sheets and coils, CR strip, spiral welded tubes) for Sweden.

## INDIA

**Bharat Steel Tubes Ltd (BST)**

*Qatar*: Ebrahim Bin Hussain Commercial Agencies for Doha.

**The Indian Iron & Steel Co Ltd (IISCO)**

*India*: Bajrang Iron & Steel Trading Corp; India Factory (authorised dealers); Maroo (Steels) & Co.

**The Indian Tube Co Ltd**

*Australia*: Blyth, Greene, Jourdain (Trading) Pty Ltd for Australia.

**Sail—Steel Authority of India Ltd**

*India*: Bajrang Iron & Steel Trading Corp; Brijlall Shivnath, Foreign Trade Div.; India Factory (authorised dealers); Maroo (Steels) & Co. *Turkey*: Atilla Dural (iron and steel products) for Turkey.

**Special Steels Ltd**

*India*: New India Exports Pvt Ltd (all types of high carbon, high tensile and mild steel wire (coated and uncoated); bright bars and shafting; barbed wire and wire nails) worldwide.

**Standard Wire Co**

*Qatar*: Ebrahim Bin Hussain Commercial Agencies for Doha.

**The Tata Iron & Steel Co Ltd (TISCO)**

*India*: India Factory (authorised dealers); Maroo (Steels) & Co; Parikh Steel Pvt Ltd (authorised dealers).

**The Tinplate Co of India Ltd**

*India*: India Factory (authorised dealers).

## PRODUCERS' AGENTS AND REPRESENTATIVES

## IRISH REPUBLIC

**Irish Steel Holdings Ltd**

UK: Eurosteel Products Ltd.

## ITALY

**Alessio Tubi SpA**

UK: Comertek Special Steels Ltd for UK.

**Acciaierie Ferriere Alpine SpA**

Italy: Safet SpA; Socifa SpA (merchant bars) for European Common Market.

**ATB—Acciaierie e Tubificio di****Brescia SpA**

Italy: Safem SpA.

**Trafilierie Bedini**

UK: G. M. Elder (Special Steels) Ltd (stainless steel bars and wire).

**Acciaierie e Ferriere Vicentine****Beltrame SpA (AFV)**

West Germany: AFV Stahl-Vertriebsgesellschaft mbH for Germany and Austria. Italy: Socifa SpA (merchant bars) for European Common Market.

**Officine Bertoli SpA**

UK: Abtal Ltd.

**Acciaierie di Bolzano SpA**

Greece: Comimpex Ltd. Italy: Cosinter SpA (special steel exports to Poland, Hungary and Rumania).

**Breda Siderurgica SpA**

France: Sias France—Sté Internationale des Aciers Spéciaux.

**Officine Metallurgiche Broggi**

India: Independent International (CR steel strip). Italy: Cosinter SpA (special steel exports to Poland, Hungary and Rumania); Safem SpA.

**Profilati a Freddo Brollo SpA**

UK: Titan International Ltd.

**Cantieri Metallurgici Italiani SpA (CMI)**

Italy: Safem SpA.

**Co.Ge.Me. SpA**

Italy: Safet SpA.

**Stà Nazionale Cogne SpA**

France: Sias France—Sté Internationale des Aciers Spéciaux. USA: Kurt Orban Co Inc (stainless wire rod).

**Acciaierie Ferriere Trafilierie****Cravetto**

Italy: Safet SpA; Socifa SpA (merchant bars) for European Common Market.

**Dalmine SpA**

UK: Siderital Ltd (tubes, pipes, fittings) for UK. USA: The R. H. Pines Corp (tubes); Siderius Inc for USA and Canada.

**Tubificio Dalmine-Italsider SpA (TDI)**

South Africa: W. K. Croxton Cape (Pty) Ltd. Switzerland: Sidercom AG (tubes and pipes).

**Deriver SpA**

UK: Siderital Ltd (wire and nails) for UK.

**Fabbrica Italiana Tubi**

Italy: Safet SpA.

**Acciaierie e Ferriere Lombarde Falck SpA**

West Germany: Metall-Chemie Handelsgesellschaft mbH & Co (spring steel wire) for West Germany and Berlin. Italy: Safem SpA; Socifa SpA (plates and sections—sole agent for India). UK: Welbeck International Ltd (special steels); Welsteel Ltd (plates, tubulars, HR and CR strip including electrical, bars, line pipes, wire and wire rope, welded products, iron castings) for UK.

**Feralpi SpA**

Italy: Safet SpA.

**Ferrosider SpA**

Italy: Eurosider Brescia Srl (flat bars, square bars, round bars, IPNs, IPes, channels, equal angles, equal tees, deformed reinforcing rounds, wire rods) mainly for Europe and Third Countries.

**Fiat Iron & Steel Group (Teksid)**

Switzerland: Siderprodukte AG. UK: Comertek Special Steels Ltd (long products division) for UK.

**Finsider group**

France: Siderfrance SA. Italy: Siderexport SpA. South Africa: W. K. Croxton Cape (Pty) Ltd.

**Metallurgica Genovese**

Italy: Safet SpA.

**Ilta—Industria Lavorazione Tubi Acciaio**

Belgium: Essemi SA (tubes). West Germany: Metallinox Handelsgesellschaft mbH.

**Industrie Leghe Metalliche SpA**

West Germany: Metall-Chemie Handelsgesellschaft mbH & Co (round and flat tinne, coppered, galvanized bright, carbon and stainless steel cold drawn wire) for West Germany and Berlin.

**Ispa Tubi Acciaio SpA**

West Germany: Scheer-Hennings GmbH for Germany and Austria.

**Italsider SpA**

Netherlands: C. Gust. Schröder (castings and forgings) for Netherlands. Switzerland: Sidercom AG (flat rolled, profiles, forgings and castings, railway

## PRODUCERS' AGENTS AND REPRESENTATIVES

## ITALY (continued)

materials). *UK*: Siderital Ltd (strip mill, plates, pipes) for UK. *USA*: Siderius Inc for USA and Canada.

**Acciaierie e Ferriere Lucchini SpA**

*Italy*: Socifa SpA (merchant bars and rebars) for European Common Market.

**La Magona d'Italia SpA**

*India*: Parikh Steel Pvt Ltd (prime galvanized sheets and tinplates). *Italy*: Safet SpA. *Switzerland*: Hüttenprodukte AG. *Syria*: Elias M. Doubal.

**Acciaierie di Modena SpA**

*Italy*: Socifa SpA (merchant bars and sections) for European Common Market.

**Acciaierie di Piombino SpA**

*Switzerland*: Sidercom AG (high carbon bars and rails). *UK*: Siderital Ltd (bars and rods) for UK.

**Industrie Pirelli SpA**

*West Germany*: Metall-Chemie Handelsgesellschaft mbH & Co (hose armouring wire) for West Germany and Berlin.

**Profilati Nave SpA**

*Italy*: Eurosider Brescia Srl (flat bars, square bars, round bars, IPNs, IPes, channels, equal angles, equal tees, deformed reinforcing rounds, wire rods) mainly for Europe and Third Countries.

**Fonderie Officine Rovelli Srl**

*Belgium*: SA Aciers Sidero Stalen NV (stainless steel welded tubes and pipes, decorative tubes). *Denmark*: Damstahl A/S (seamless and welded stainless steel tubes, hollow bars) for Denmark, Sweden, Finland. *West Germany*: Dam Stahl-Handelsgesellschaft mbH (welded stainless steel tubes) for Germany. *Netherlands*: BV Handelmaatschappij Ertsimport. *Switzerland*: Damstahl AG (welded stainless steel tubes) for Germany.

**Safas—Stà Azionaria Fonderia****Acciai Speciali SpA**

*UK*: Comertek Special Steels Ltd for UK.

**Sias—Stà Italiana Acciai Speciali pA**

*UK*: Amari World Steel Ltd (stainless steel bars); Robern Steels Ltd (valve steel).

**Stà Italiana Acciai Utensili Siau SpA**

*Italy*: Safem SpA.

**Sider Camuna**

*Italy*: Safet SpA.

**Siderexport SpA—Export Sales Organisation of the Finsider Group**

*Australia*: Norman W. Hutchinson &

Sons Pty Ltd (Dalmine seamless tubes and pipes for powerhouses, API linepipe). *India*: India Metal Agencies (steel sections, rounds, hollows, plates, sheets). *South Africa*: W. K. Croxton Cape (Pty) Ltd (exclusive South African representatives). *Taiwan*: Friends Industrial Corp (steel products).

**Acciaierie e Ferriere Stefana F.lli SpA**

*Italy*: Eurosider Brescia Srl (flat bars, square bars, round bars, IPNs, IPes, channels, equal angles, equal tees, deformed reinforcing rounds, wire rods) mainly for Europe and Third Countries.

**Technitub Italiana SpA**

*Netherlands*: Merrem & la Porte NV (welded stainless steel tubes) for Benelux.

**Tecnocogne SpA**

*France*: Sias France—Sté Internationale des Aciers Spéciaux.

**Terni—Stà per l'Industria e l'Elettricità SpA**

*Netherlands*: C. Gust. Schröder (castings and forgings) for Netherlands. *Switzerland*: Sidercom AG (forgings and castings, electrical steels, rounds, CR steel). *UK*: Guest Industrials Ltd (heavy castings and forgings, pressure vessels and electrical sheet) for the UK and Poland. *USA*: Siderius Inc for Canada and USA.

**Terninoss Acciai Inossidabili SpA**

*West Germany*: Metallinox Handelsgesellschaft mbH. *UK*: Robern Steels Ltd (stainless steel).

**Acciaierie del Tirreno SpA**

*Switzerland*: Sidercom AG (wide flange beams).

## JAPAN

Japanese trading companies usually represent a number of steel companies on a non-exclusive basis.

**Aichi Steel Works Ltd**

*Australia*: Nomura Trading Co (Australia) Pty Ltd.

**Akiyama Seiko Co Ltd**

*Taiwan*: Henry International Agencies Ltd (free cutting steel bars).

**Daido Special Steel Co Ltd**

*Japan*: Toyo Menka Kaisha Ltd (special steels).

**Daido Steel Co Ltd**

*Canada*: Toyomenka Canada Ltd. *Japan*:

## PRODUCERS' AGENTS AND REPRESENTATIVES

**JAPAN** (*continued*)

Hanwa Co Ltd, worldwide; Okura & Co Ltd.

**Daiwa Steel Tube Industries Co Ltd**  
*USA:* A. Baldwin & Co Inc.

**Godo Steel Ltd**

*Japan:* Hanwa Co Ltd, worldwide.

**Hitachi Metals Ltd**

*Taiwan:* Henry International Agencies Ltd (high speed steel, die steel, tool steel, etc.).

**Igeta Steel Pipe Ind. Co Ltd**

*Japan:* Sumikin Bussan Kaisha Ltd.

**The Japan Steel Works Ltd (JSW)**

*Japan:* Sumitomo Corp.

**Kanto Special Steel Works Ltd**

*Argentina:* Somerfin Satic y F (steel rolls).

**Kashiwara Pipe Co Ltd**

*Japan:* Sumikin Bussan Kaisha Ltd.

**Katakura Tube Co**

*New Zealand:* Sheetmetals Ltd (hydraulic tubes).

**Kawasaki Steel Corp**

*Australia:* Nomura Trading Co (Australia) Pty Ltd. *Canada:* Kawasho International Canada Ltd; Toyomenka Canada Ltd. *Hong Kong:* Nichimen Co (H.K.) Ltd. *Japan:* Hanwa Co Ltd, worldwide; C. Itoh & Co Ltd; Itoman & Co Ltd; Okura & Co Ltd; Sumitomo Corp; Tokyo Boeki Ltd (any kind of steel products), worldwide; Toyo Menka Kaisha Ltd.

**Kobe Steel Ltd**

*Canada:* Toyomenka Canada Ltd. *Denmark:* Damstahl A/S (stainless steel tubes) for Scandinavia; B. O. Nielsen (Iron & Steel Agencies) A/S for Denmark, Norway, Sweden, France, Switzerland. *West Germany:* Dam Stahl-Handelsgesellschaft mbH (stainless steel tubes) for Europe, excluding UK. *Hong Kong:* Nichimen Co (H.K.) Ltd. *Japan:* Hanwa Co Ltd, worldwide; C. Itoh & Co Ltd; Okura & Co Ltd; Sumitomo Corp; Tokyo Boeki Ltd (any kind of steel products), worldwide. *Netherlands:* Holstaal BV (stainless steel tubes) for Europe, excluding UK. *Switzerland:* Damstahl AG (stainless steel tubes) for Europe, excluding UK. *UK:* RGB Stainless Ltd (stainless steel seamless tubes and pipes). *USA:* Kurt Orban Co Inc (cold heading wire rod).

**Kyodo Co Ltd**

*Taiwan:* Paulin Co Ltd.

**Maruichi Steel Co**

*Malaysia:* Jardine Sandilands (Malaysia) Sdn Bhd (steel pipes and sheets) for Malaysia and Singapore.

**Mikkaichi Steel Tube Works Ltd**

*Japan:* Sumikin Bussan Kaisha Ltd.

**Myodo Metal Co Ltd**

*Colombia:* Comercial Axel Johnson Andina SA for the Andean market.

**Nakayama Steel Works Ltd**

*Japan:* Hanwa Co Ltd, worldwide.

**Nihon Koshuka Steel Co Ltd**

*Japan:* Toyo Menka Kaisha Ltd.

**Nihon Yakin Kogyo Co Ltd**

*Japan:* Toyo Menka Kaisha Ltd.

**Nippon Konzoku Co Ltd**

*Canada:* Toyomenka Canada Ltd. *Japan:* Okura & Co Ltd.

**Nippon Metal Industry Co Ltd**

*Japan:* Okura & Co Ltd.

**Nippon Pipe Mfg. Co Ltd**

*Japan:* Sumikin Bussan Kaisha Ltd.

**Nippon Stainless Steel Co Ltd**

*Canada:* Toyomenka Canada Ltd.

**Nippon Steel Corp**

*Canada:* Toyomenka Canada Ltd. *Hong Kong:* Nichimen Co (H.K.) Ltd. *Japan:* Hanwa Co Ltd, worldwide; C. Itoh & Co Ltd; Koyo Boeki Co Ltd; Okura & Co Ltd; Sumikin Bussan Kaisha Ltd; Sumitomo Corp; Tokyo Boeki Ltd (any kind of steel products), worldwide; Toyo Menka Kaisha Ltd. *Netherlands:* Mitsubishi Nederland BV. *New Zealand:* Sheetmetals Ltd (distributor—stainless steel sheets, coil and plates). *Taiwan:* Shun Siang Machinery Industries Co Ltd (CR grain oriented and non-oriented electrical steels) for Taiwan.

**Nisshin Steel Co Ltd**

*Canada:* Toyomenka Canada Ltd. *Hong Kong:* Nichimen Co (H.K.) Ltd. *Israel:* Paimex—Israel Africa Import & Export Co Ltd (stainless steel sheets, plates, tubes, solid profiles). *Japan:* Hanwa Co Ltd, worldwide; C. Itoh & Co Ltd; Okura & Co Ltd; Sumitomo Corp; Tokyo Boeki Ltd (any kind of steel products), worldwide. *Switzerland:* Siber Hegner Raw Materials Ltd.

**NKK—Nippon Kokan KK**

*Canada:* Toyomenka Canada Ltd. *Hong Kong:* Nichimen Co (H.K.) Ltd. *Japan:* Hanwa Co Ltd, worldwide; C. Itoh & Co Ltd; Kinsho-Mataichi Corp; Okura & Co Ltd; Sumitomo Corp; Tokyo Boeki Ltd (any kind of steel products), worldwide; Toyo Menka Kaisha Ltd. *Netherlands:* Mitsubishi Nederland BV.



## PRODUCERS' AGENTS AND REPRESENTATIVES

**JAPAN** (continued)**Osaka Steel Co Ltd**

*Japan:* Hanwa Co Ltd, worldwide.

**Sumitomo Electric Industries Ltd**

*USA:* Kurt Orban Co Inc (prestressed concrete strand).

**Sumitomo Metal Industries Ltd**

*Australia:* Nomura Trading Co (Australia) Pty Ltd. *Canada:* Toyomenka Canada Ltd. *Hong Kong:* Nichimen Co (H.K.) Ltd. *Japan:* Hanwa Co Ltd, worldwide; C. Itoh & Co Ltd; Itoman & Co Ltd; Okura & Co Ltd; Sumitomo Corp; Tokyo Boeki Ltd (any kind of steel products), worldwide; Sumikin Bussan Kaisha Ltd. *USA:* Sumitomo Metal America Inc.

**Tokyo Steel Manufacturing Co Ltd**

*Japan:* Hanwa Co Ltd, worldwide; Toyo Menka Kaisha Ltd.

**Toshin Steel Co Ltd**

*Hong Kong:* Nichimen Co (H.K.) Ltd.

*Japan:* Toyo Menka Kaisha Ltd.

**West Japan Stainless Steel Wire Co Ltd**

*West Germany:* E. A. Giessen GmbH & Co KG (stainless redrawing wire).

**Yodogawa Steel Works Ltd**

*Japan:* Toyo Menka Kaisha Ltd.

**SOUTH KOREA****Boo Kook Steel & Wire Co Ltd**

*South Korea:* Samsung Co Ltd.

**Chosun Steel Wire Co Ltd**

*South Korea:* Ssangyong Corp (electrodes, wire, nails).

**Dong-II Steel Mfg. Co Ltd**

*South Korea:* Ssangyong Corp (wire rope, wire).

**Dong Kuk Steel & Iron Co Ltd**

*South Korea:* Samsung Co Ltd; Ssangyong Corp.

**Ilsin Steel Co Ltd**

*South Korea:* Samsung Co Ltd; Ssangyong Corp (pipes, CR coils).

**Inchon Iron & Steel Co Ltd**

*South Korea:* Samsung Co Ltd; Ssangyong Corp.

**Kangwon Industrial Co Ltd**

*South Korea:* Samsung Co Ltd; Ssangyong Corp (structurals).

**Korea Steel Pipes Co Ltd**

*Hong Kong:* Daylight Industrial Co Ltd (galvanized and black pipes) for Hong Kong. *South Korea:* Samsung Co Ltd. *USA:* Acwoo International Steel Corp for Eastern USA.

**Pohang Iron & Steel Co Ltd (Posco)**

*West Germany:* Carboforma Rohstoff-handel GmbH for Germany and European countries. *South Korea:* Samsung Co Ltd; Ssangyong Corp. *USA:* Acwoo International Steel Corp for Eastern and Mid-West USA.

**Pusan Steel Pipe Industry Co Ltd (PSP)**

*South Korea:* Samsung Co Ltd.

**LUXEMBOURG****Arbed SA (see also TradeArbed)**

*Finland:* Oy Ferro-Tekno AB (sole agent in Finland). *Israel:* Amina Ltd (flat and long steel products, wire, bolts and nuts) for Israel. *Luxembourg:* TradeArbed SA. *Philippines:* McJufelen International. *Portugal:* Alberto Maria Bravo & Filhos (all types of steel products). *South Africa:* Arcona (Pty) Ltd. *Thailand:* Brewo (Thailand) Co Ltd (steel products). *USA:* TradeArbed Inc (steel, carbon—bars, billets, blooms, ingots, sheet and strip (CR and HR), plates (CR and HR), pipe and tubing, wire rod, wire, scrap; steel sheet piling and rails) for East, West, Gulf and Great Lakes area.

**Métallurgique et Minière de Rodange-Athus (MMRA)**

*France:* Jean d'Huart & Cie (all products except reinforcing steel) for France; SA Le Fer à Beton (reinforcing steel) for France. *Irish Republic:* Plunkett Steel Co Ltd for Irish Republic. *Luxembourg:* TradeArbed SA.

**TradeArbed SA**

*Ecuador:* Isatco C. Ltda. *Greece:* Angelos A. Perrakis for Greek Market. *Kuwait:* Al Abdeen Const. Co W.L.L. *Nigeria:* Nicodep Group. *Norway:* H. Skavlan og Sønn A/S for Norway. *Saudi Arabia:* Saudi Marketing Co Ltd. *Singapore:* The Borneo Co Pte Ltd. *Spain:* Blitz & Parser (incl. railway material). *Turkey:* Maison Lebet de Représentations et de Commerce—Eraldo Franco (semis, sections, merchant bars, plates and sheets, sheet piling) for Turkey.

**TréfilArbed**

*Norway:* H. Skavlan og Sønn A/S for Norway. *South Africa:* Arcona (Pty) Ltd. *Spain:* Blitz & Parser (wire ropes, etc.). *UK:* TréfilArbed (UK) Ltd.

## PRODUCERS' AGENTS AND REPRESENTATIVES

## MALAYSIA

**Amalgamated Industrial Steel Bhd**

*Malaysia:* Pacifico Iron & Steel Sdn Bhd.

**Amalgamated Steel Mills Sdn Bhd**

*Malaysia:* Pacifico Iron & Steel Sdn Bhd.

**Bright Steel Sdn Bhd**

*Malaysia:* Pacifico Iron & Steel Sdn Bhd.

## MEXICO

**Ahmsa—Altos Hornos de México SA**

*USA:* Ahmsa Steel International Inc (integrated steel mill products) for USA.

**Cia Fundidora Monterrey SA**

*USA:* Ahmsa Steel International Inc (integrated steel mill products) for USA.

**Protumsa—Productos Tubulares Monclova SA**

*USA:* Ahmsa Steel International Inc (pipe mills, 1" to 16" o.d. welded, to API, ASTM, etc.).

**Sicartsa—Siderúrgica Lázaro Cárdenas—Las Truchas SA**

*USA:* Ahmsa Steel International Inc (reinforcing bars, wire rods, pig iron, coke and coke breeze, coke oven by-products) internationally.

**Tamsa—Tubos de Aceros de México SA**

*Belgium:* Soconord SA.

**Tubacero SA**

*USA:* Ahmsa Steel International Inc (pipe mills, 6 $\frac{5}{8}$ " to 48" o.d. welded, to API, ASTM, etc.).

**Tubería Nacional SA (Tuna)**

*USA:* Ahmsa Steel International Inc (pipe mills,  $\frac{1}{2}$ " to 4 $\frac{1}{2}$ " welded, to API and ASTM, black and galvanized).

(stainless steel tubes) for Germany. *Hong Kong:* Axel Johnson Corp (HK) Ltd for South East Asia. *Portugal:* A. Johnson & Co (Portugal) Lda (stainless steel welded tubes). *South Africa:* Avesta S.A. (Pty) Ltd for Southern Africa. *UK:* A. Johnson & Co (London) Ltd (stainless steel welded tubes and pipes).

**Nederlandse Draadindustrie BV (NDI)**

*Canada:* Wirth Ltd (wire products) for Canada and USA. *Israel:* I. F. Gourian Metal Agencies (pre-stressing steel wire and strand).

**Nedstaal BV**

*India:* Apeejay Pvt Ltd. *Sweden:* Sedin & Schmidt AB (wire rods and drawn wire) for Sweden. *Switzerland:* Schubarth & Co AG (wire). *UK:* Harlow & Jones Ltd (high grade wire rods) for UK. *USA:* Kurt Orban Co Inc (carbon steel wire rod).

**Sab-Profile BV**

*Norway:* A/S Vestfold Jernlager (corrugated steel sheets) for Norway. *UK:* Titan International Ltd.

**Trent Tube BV**

*India:* United Industrial Corp (Agencies) Pvt Ltd. *Irish Republic:* Axel Johnson & Co (Ireland) Ltd. *South Korea:* Kjellbergs Successors AB, Korea Branch (welded stainless steel tubes and pipes).

*Netherlands:* A. Johnson & Co BV (welded stainless steel tubes and pipes); Axel Johnson Buizen BV (welded pipes); Axel Johnson Steel International BV (welded tubes). *Singapore:* A. Johnson & Co (SEA) Pte Ltd.

**VBFB—Verenigde Buizenfabrieken**

*France:* Salzgitter France SA. *Norway:* Aspelin-Storbull Gruppen A/S (welded steel tubes).

## NETHERLANDS

**Driessen Buizen BV**

*UK:* London & Overseas Supplies.

**Hoogovens Estel Verkoopkantoor BV**

*India:* Apeejay Pvt Ltd.

**Johnson Tube BV**

*Australia:* Axel Johnson Corp (Australia) AB (pipes and tubes). *Belgium:* SA Axel Johnson & Co NV for Belgium and Luxembourg. *Denmark:* A. Johnson & Co A/S (stainless steel tubes and pipes). *West Germany:* A. Johnson & Co GmbH

## NEW ZEALAND

**New Zealand Steel Ltd**

*New Zealand:* Sheetmetals Ltd (distributor—galvanized steel). *USA:* Balfour, Guthrie & Co Ltd.

**New Zealand Wire Ltd**

*Australia:* Umcos Trading (fencing wire, armouring wire, nail wire, etc.) for South Australia.

**N.Z. Tube Mills Ltd**

*New Zealand:* Sheetmetals Ltd (stainless steel tubes).

**Pacific Steel Ltd (PSL)**

*USA:* Balfour, Guthrie & Co Ltd.

**PRODUCERS' AGENTS AND REPRESENTATIVES****NEW ZEALAND** *(continued)*

**Southward Engineering Co Ltd**  
*New Zealand:* British Steel Corp (NZ) Ltd.

**NIGERIA**

**SEM-EDO Wire Industries Ltd**  
*Italy:* SEM Italiana Srl.

**NORWAY****Elkem**

*Japan:* Okazaki Minerals & Refining Co Ltd (pig iron) for Japan and Korea. *UK:* Kings Lynn Steel Co Ltd for UK.

**A/S Norsk Jernverk**

*Finland:* Oy Algot Ab (bars and sections, tinplate). *France:* Getraco-Finmetal SA (shipbuilding sections) for France. *West Germany:* Norsk Jernverk (BRD) GmbH. *Sweden:* Axel Johnson Steel AB (pig iron) for Sweden. *UK:* Norsk Jernverk (UK) Ltd; Varidex (London) Ltd (pig iron) for UK.

**Norsk Jernverk Blikkvalseverket**

*UK:* Norsk Jernverk (UK) Ltd.

**Scancoil A/S**

*Denmark:* P. Olsen & Co ApS.

**A/S Sønnichsen Rørvalseverket**

*UK:* Titan International Ltd.

**PAKISTAN****Quality Steel Works Ltd**

*Pakistan:* Guest, Keen & Nettlefolds in Pakistan Ltd.

**PHILIPPINES****National Steel Corp (NSC)**

*Philippines:* Burmetals Inc (HR and CR coils in co-operation with Harlow & Jones Ltd, London); NSC Trading Corp (flat steel products, plates, HR and CR sheets and coils). *USA:* Balfour, Guthrie & Co Ltd.

**POLAND****Polish producers**

*Poland:* Universal, Foreign Trade Enterprise.

**Stalexport**

*India:* M. A. Hoosein & Bros. (all steel products). *UK:* Daltrade Ltd (steel products, import from Poland).

**PORTUGAL****Siderurgica Nacional Sarl**

*Colombia:* Daniel García y Cía.

**RUMANIA****Metalimportexport**

*Syria:* Elias M. Doubal (for wire only).

**SOUTH AFRICA****Brollo Africa Pty Ltd**

*UK:* Eurosteel Products Ltd.

**Flather Bright Steels**

*Canada:* H. J. Skelton (Canada) Ltd (cold finished steel bars) for Canada.

**Highveld Steel & Vanadium Corp**

*Canada:* H. J. Skelton (Canada) Ltd (structural sections, plate) for Canada.

*South Africa:* Asoma Africa (Pty) Ltd

(structurals and plates, wide flange beams, bearing piles) for West Coast USA, Gulf and Great Lakes area. *UK:* Eurosteel Products Ltd.

**Iscor—South African Iron & Steel Industrial Corp Ltd**

*UK:* Findlay Durham & Brodie Sales Ltd.

*USA:* J. Gerber & Co Inc; Maurice Pincoffs Co for Southern United States; Triangle Steel & Supply Co (all ferrous metals) for Western USA.

**The Southern Cross Steel Co (Pty) Ltd**

*Luxembourg:* Southern Cross Steel Co. (Europe) Sarl for Europe and the Middle East. *South Africa:* Avesta S.A. (Pty) Ltd (for all their products) for Southern Africa. *UK:* Sandton Steels Ltd (stainless steel plates). *USA:* Philipp Overseas Inc (stainless steel) for Western Hemisphere.

**SPAIN****Acerinox—Cia Española para la Fabricación de Acero Inoxidable SA**

*France:* Acerinox France (stainless steel sheets, plates, coil and discs). *Portugal:*

## PRODUCERS' AGENTS AND REPRESENTATIVES

**SPAIN** (continued)

A. Johnson & Co (Portugal) Lda  
(stainless steel sheets, plates and strip).

**AHV—Altos Hornos de Vizcaya SA**  
*Portugal:* Prometal SA (pre-painted plates). *UK:* Bishopsgate Steels Ltd for UK and Ireland.

**Forjas Alavesas SA (Foral)**  
*Spain:* Cavexsa.

**Astilleros Españoles SA (Aesa)**  
*Portugal:* A. Black Comércio e Indústria Sarl. *Spain:* Cavexsa.

**Cia Asturiana de Tubos SA**  
*UK:* Icona (London) Ltd.

**Babcock & Wilcox Española SA**  
*Spain:* Cavexsa; Tubexport—Tubos Españoles Unidos SA. *Sweden:* Acero Stål AB for Sweden.

**Industrias del Besós SA (Inbesa)**  
*UK:* Tradsteel Ltd (steel flats). *USA:* Alliance Iron & Steel Inc.

**Cavexsa** (sales company for: Forjas Alavesas SA (Foral); Aceros y Fundiciones del Norte, Pedro Orbego y Cia SA (Posal); Aceros de Llodio SA (Allosa); Babcock & Wilcox Española SA; Astilleros Españoles SA (Aesa). *France:* Cavexsa France. *West Germany:* Cavexsa (Deutschland) GmbH. *UK:* Cavexsa (UK) Ltd.

**SA Echevarría**  
*Sweden:* Acero Stål AB for Sweden, Norway, Denmark, Finland.

**Emesa—Elaborados Metálicos SA**  
*Israel:* I. F. Gourian Metal Agencies (pre-stressing steel wire and strand).

**Ensidesa—Empresa Nacional Siderúrgica SA**  
*Portugal:* Prometal SA (steel plates, HR coil). *Sweden:* C. A. Åmark AB (CR/HR coil and sheets, galvanized coil and sheets). *USA:* Ensisteel Inc (main product line—HR coils and plates, CR coils and plates, galvanized and wide flange beams) for East, West and Great Lakes area of USA; and Montreal, Vancouver, Toronto and other cities in Canada.

**Hierros Madrid SA**  
*USA:* Alliance Iron & Steel Inc.

**Incal SA**  
*UK:* Tradsteel Ltd (bright drawn flats).

**Aceros de Irua SA**  
*Israel:* I. F. Gourian Metal Agencies (carbon and alloy steel bars).

**Laminor SA**  
*France:* Henri Coret (steel joists and channels (IPN and UPN)).

**Aceros de Llodio SA (Allosa)**  
*Spain:* Cavexsa.

**Nervacero SA**  
*UK:* Bishopsgate Steels Ltd for UK and Ireland.

**Nueva Montaña Quijano SA (Nuquisa)**

*Sweden:* Acero Stål AB for Sweden, Norway, Denmark, Finland.

**Olarra SA (Olsa)**  
*Israel:* Paimex—Israel Africa Import & Export Co Ltd (stainless steel solid bars and rods). *UK:* Amodil Supplies Ltd (stainless steel and high alloy bars and billets). *USA:* American Alloy Steel Corp.

**Aceros y Fundiciones del Norte, Pedro Orbego y Cia SA (Posa)**  
*Spain:* Cavexsa.

**Perfrisa—Perfil en Frío SA**  
*France:* Henri Coret (thin welded tubes, Sendzimir-galvanized welded tubes, gas tubes T1, welded tubes for construction, cold formed sections). *Switzerland:* Hispanosteel Ltd (welded steel tubes) for Switzerland and Third Countries. *UK:* Icona (London) Ltd. *USA:* Ensisteel Inc (main product line—pipes and tubing) for East, West and Great Lakes area of USA; and Montreal, Vancouver, Toronto and other cities in Canada.

**Aceros Inoxidables Roldan SA**  
*France:* Acerinox France (stainless steel wire rods, rounds and flats). *USA:* Kurt Orban Co Inc (stainless bars and rods). **Siderúrgica Sevillana**  
*West Germany:* SEM Stahl-Eisen-Maschinen for EEC.

**Tubacex C.E. de Tubos por Extrusión SA**

*Netherlands:* A. Johnson & Co BV (seamless steel tubes ex-works).

**Tubexport**  
*Belgium:* Chemimetal SA.

**Tubos Reunidos SA (TR)**  
*Spain:* Tubexport—Tubos Españoles Unidos SA.

**SWEDEN**

**AB Alvenius Industrier**  
*Egypt:* Egyptian-Swedish Trading Co—Selim Habib & Co.

**Associated Swedish Steels AB**  
*India:* Greaves Cotton & Co Ltd (special steels). *Mexico:* Aceros Assab de México SA de CV (steel products). *Singapore:* Associated Swedish Steels Singapore (Pte) Ltd (high grade Swedish



## PRODUCERS' AGENTS AND REPRESENTATIVES

## SWEDEN (continued)

steel of carbon, alloy and stainless qualities, in bars, strip, wire, tubes and plates).

**Avesta Jernverks AB**

*Australia:* Axel Johnson Corp (Australia) AB. *Belgium:* SA Axel Johnson & Co NV for Belgium and Luxembourg. *Brazil:* A. Johnson & Co do Brasil Indústria e Comércio Ltda. *Canada:* Axel Johnson Industries Ltd, Western Alloys & Metals Div. (CR sheets and CR light plates up to 80" wide, HR plates up to 96" wide). *Colombia:* Comercial Axel Johnson Andina SA for the Andean market. *Egypt:* Egyptian-Swedish Trading Co—Selim Habib & Co. *Finland:* Oy Mercantile Ab (stainless steel). *France:* Aciers Fagersta SA (tubes); A. Johnson & Cie (Paris). *West Germany:* A. Johnson & Co GmbH (stainless steel) for Germany. *Greece:* Kjellbergs Successors AB. *Hong Kong:* Axel Johnson Corp (HK) Ltd for South East Asia. *India:* KMW-Johnson Ltd (stainless products) for India. *Irish Republic:* Axel Johnson & Co (Ireland) Ltd. *Italy:* Avesta SpA Acciai Inossidabili. *Japan:* Kjellberg Kabushiki Kaisha (special grades) for Japan; Sandvik Japan KK (tube sheet and plate). *South Korea:* Kjellbergs Successors AB, Korea Branch (stainless steel products). *Mexico:* Axel Johnson de Mexico SA de CV (stainless steel). *Netherlands:* A. Johnson & Co BV (stainless steel sheets, plates); Axel Johnson Steel International BV (HR plates). *Norway:* A. Johnson & Co A/S (stainless steel products) for Norway. *Philippines:* Sandvik Philippines Inc (stainless steel plates, tubes). *Portugal:* A. Johnson & Co (Portugal) Lda (stainless steel products). *Singapore:* A. Johnson & Co (SEA) Pte Ltd. *South Africa:* Avesta S.A. (Pty) Ltd (for all their products) for Southern Africa. *Spain:* A. Johnson & Co (España) AB. *Sweden:* A. Johnson & Co HAB; Axel Johnson Steel AB (stainless steel products) for Sweden; Kjellbergs Successors AB (stainless steel flat products and valves) for Egypt and Middle East. *Turkey:* Teknika TAŞ. *UK:* A. Johnson & Co (London) Ltd (stainless steel plates, sheets, forgings, pipes, electrodes and wire, press plates, valves and fittings, pickling paste); RGB Stainless Ltd (stainless steel welded pipes, ANSI sizes). *USA:* Ingersoll Johnson Steel Co;

A. Johnson & Co Inc (firm account basis for the USA).

**Björneborgs Jernverk AB**

*UK:* A. Johnson & Co (London) Ltd (carbon and stainless steel forgings, black and rough machined solid shafting).

**AB Bofors**

*Australia:* Bofors Australia Pty Ltd. *Finland:* Oy Suomen Bofors Ab. *Iran:* Associated Swedish Steels AB (wear parts). *Israel:* Eng. J. S. Feingold (Technical Supplies) Ltd.

**Boxholms AB**

*UK:* Welbeck International Ltd (steel reinforcement); Welbeck (Reinforcement) Ltd (reinforcing bars).

**Burseryds Bruk**

*Norway:* A/S Einar Kunsts Eftf (hoops).

**Fagersta AB**

*Denmark:* Fagersta A/S. *Egypt:* Egyptian-Swedish Trading Co—Selim Habib & Co. *Finland:* Oy Grönblom Ab. *West Germany:* Fagersta GmbH. *Hong Kong:* Sandvik Hongkong Ltd (high speed steel) for Hong Kong. *India:* Sri Padmanabha & Co (high speed steel) for India. *Japan:* Sandvik Japan KK (high speed steel). *Mexico:* Rescandi SA de CV (stainless steel strip, high speed steel strip). *Netherlands:* Sandvik Nederland BV. *Philippines:* Sandvik Philippines Inc (high speed steel). *Singapore:* Sandvik Singapore Pte Ltd (high speed steels, tool bits). *Spain:* A. Johnson & Co (España) AB; Sandvik Española SA (high speed steel). Exclusive agents for all Fagersta products i.e. stainless strip steel, welded tubes, wire rods. *Sweden:* Kjellbergs Successors AB (stainless steel welded tubes) for Egypt and Middle East; Metall-Montan AB (stainless steel pipes) for East Germany. *Switzerland:* Sandvik (Schweiz) AG (stainless welded tubes, stainless wire and strip steel) for Switzerland. *Turkey:* Sandvik Istanbul Ticaret Ltd Şti (all steel products). *UK:* Fagersta Ltd.

**Garphyttan Bruk AB**

*Brazil:* Ubrasteel. *Iran:* Associated Swedish Steels AB (spring wire). *Japan:* SKF of Japan Ltd (piano wire, stainless wire, valve spring wire, etc.) for Japan. *Sweden:* Associated Swedish Steels AB.

**Gunnebo Bruks AB**

*Denmark:* SKF Stål A/S (nails, chains, wire, fences). *France:* Aciers Fagersta SA (wire). *Mexico:* Axel Johnson de

## PRODUCERS' AGENTS AND REPRESENTATIVES

**SWEDEN** (continued)

Mexico SA de CV (stainless steel wire).

**Halmstads-Järnverks AB**

UK: Welbond Reinforcement Ltd.

**Hallstahammars AB**

Norway: Bull & Co A/S (bright steel) for Norway. Sweden: Nils Ahlgren AB for Finland.

**Höganäs AB**

Mexico: Rescandi SA de CV (iron powder).

**Lesjöfors AB**

Mexico: Axel Johnson de Mexico SA de CV (music wire and wire rope). Philippines: Sandvik Philippines Inc (high carbon wire). UK: The Davum Steel Co Ltd (spring steels and special quality wire).

**Norrbottnens-Järnverk AB (NJA)**

Norway: Svensk Stal A/S (Isolamin, steel faced panels for ship cabins). Portugal: Vendor Lda (Isolamin prefabricated bulkhead material for ships).

**Nyby Uddeholm AB**

Belgium: Svenska Uddeholm NV (stainless steels) for Belgium and Luxembourg. Brazil: Scantec Importação e Comércio Ltda. Egypt: Egyptian-Swedish Trading Co—Selim Habib & Co. Finland: Oy Algot Ab (stainless sheets, plates, tubes and fittings); Oy Suomen Bofors Ab. Iran: Associated Swedish Steels AB (stainless steels). Mexico: SKF Mexicana SA. Netherlands: Svenska Uddeholm BV. Sweden: Associated Swedish Steels AB; Heléns Rör AB for Rumania. UK: O.M.V. International Ltd (heat exchanger tubes and special steels); Uddeholm Ltd. Venezuela: Vencraft Venezuela CA.

**AB Qvarnshammars Jernbruk**

UK: Welbeck International Ltd (steel reinforcement); Welbeck (Reinforcement) Ltd (reinforcing bars).

**Sandvik AB**

Colombia: Sandvik Colombia SA. Denmark: A/S Sandviken. Egypt: L.M.G. International Trade Corp Ltd. Hong Kong: Sandvik Hongkong Ltd. Japan: Sandvik Japan KK (tubes, wire, strip products). Kenya: Sandvik East Africa Ltd (stainless steel tubes, pipes, fittings, flanges, bends, bars and sheets). Netherlands: Sandvik Nederland BV. Philippines: Sandvik Philippines Inc. Qatar: Mannai Trading Co (steel and

Coromant products, etc.) for Qatar.

South Africa: Sandvik (Pty) Ltd.

Sweden: Sandvik Svenska Försäljnings AB. Switzerland: Sandvik (Schweiz) AG for Switzerland.

**SKF Steel**

Australia: Eagle & Globe Steel Ltd (hollow bars) for Australia and New Zealand. Austria: SKF Kugellagerges.mBH. Colombia: SKF Colombia SA (steel—mechanical tubing, bars, wire and strip). Finland: Hellefors-Hofors Steel Oy, SKF Stål (special steels). West Germany: SKF Stahl-Maschinen-Werkzeuge GmbH (tubes, rings, bars, wire rod, drawn wire). Greece: SKF Hellas SA. Hong Kong: Eagle & Globe Steel (Hong Kong) Ltd. India: Skefko India Bearing Co Ltd (all products) for India. Israel: Eng. J. S. Feingold (Technical Supplies) Ltd. Italy: SKF Acciaio SpA (tubes, bars, wire rods, rings). Japan: SKF of Japan Ltd (strip, wire rods, tubes) for Japan. Mexico: SKF Mexicana SA. Portugal: A. A. Calem & Filho Lda (mechanical tubing and engineering steels). Sweden: SKF Stål Försäljnings AB (special steel, tubes, bars). Switzerland: SKF (Schweiz) (tubing, bars, strip, rings). UK: SKF Steel Ltd (special steels) for UK; Ernst B. Westman Ltd (magnetic iron). USA: Peterson Steels Inc (bars, tubes, strip). Venezuela: SKF Venezolana SA.

**SKF Steel Strip AB**

India: Skefko India Bearing Co Ltd (all products) for India. Italy: SKF Acciaio SpA (steel strip). Mexico: SKF Mexicana SA.

**Smedjebackens Valsverks AB**

Finland: Oy Suomen Bofors Ab. UK: Eurosteel Products Ltd.

**Stora Kopparbergs Bergslags AB**

Poland: Poliglob SA, Commercial Agency.

**Surahammars Bruks AB**

UK: Ernst B. Westman Ltd (electrical steel).

**Svenskt Stal AB (SSAB)**

Argentina: Uddeholm SA (HR carbon steel plates). Belgium: Scandex Steel SA. Finland: Oy Suomen Bofors Ab; Oy Kontino Ab. France: Scandia Steel SA. Japan: Scandex Steel Far East. Norway: Aspelin-Stormbull Gruppen A/S (high tensile steel plates). Portugal: Vendor Lda (sections for shipbuilding, heavy steel plates and pipes). USA: Scandex Steel Corp.

**PRODUCERS' AGENTS AND REPRESENTATIVES****SWEDEN** (*continued*)**Uddeholms AB**

*Australia:* Bofors Australia Pty Ltd.  
*Belgium:* Svenska Uddeholm NV for Belgium and Luxembourg. *Brazil:* Ubrasteel (tool division). *Finland:* Oy Suomen Bofors Ab. *Greece:* Jason C. Coupassaris & Co. *Iran:* Associated Swedish Steels AB (tool and machinery steels). *Turkey:* Sandvik Istanbul Ticaret Ltd Şti (high speed steels). *UK:* Uddeholm Ltd.

**Uddeholm Strip Steel AB**

*Brazil:* Ubrasteel. *Belgium:* Svenska Uddeholm NV (strip steel) for Belgium and Luxembourg. *Finland:* Oy Suomen Bofors Ab. *Iran:* Associated Swedish Steels AB (cold rolled steels).

*Netherlands:* Svenska Uddeholm BV.  
*Sweden:* Associated Swedish Steels AB. *UK:* Uddeholm Ltd.

**Wirsbro Bruks AB (WB)**

*Norway:* Bull & Co A/S (welded steel tubes) for Norway.

**SWITZERLAND****Georg Fischer AG**

*Norway:* Thorleif Arneberg & Co A/S.

**Hermann Forster AG**

*UK:* Alexander Marcar & Co Ltd/Marcar Steel & Engineering Export Ltd.

**Herrli/Précitube**

*West Germany:* Dam Stahl-Handels-gesellschaft mbH (welded stainless steel tubes) for Germany.  
*Netherlands:* Holstaal BV (welded stainless steel tubes) for Benelux.  
*Switzerland:* Damstahl AG (welded stainless steel tubes) for Germany.

**von Moos Stahl AG**

*Denmark:* SKF Stål A/S. *West Germany:* SKF Stahl-Maschinen-Werkzeuge GmbH (high tensile drawn steel bars).

**Von Roll Ltd**

*Denmark:* SKF Stål A/S (castings including continuous castings). *Finland:* Hellefors-Hofors Steel Oy, SKF Stål (castings and steel). *Netherlands:* Svenska Uddeholm BV. *Sweden:* SKF Stål Försäljnings AB (castings).

**TAIWAN****Feng Hsin Iron & Steel Co Ltd**

*Hong Kong:* Daylight Industrial Co Ltd (equal angles) for Hong Kong. *Taiwan:*

Mabuhay Enterprise Co Ltd (angles).

**Keun Hwa Steel Works & Enterprises Co Ltd**

*Taiwan:* Shaxon International Ltd.

**Lung Ching Steel Enterprise Co Ltd**

*Taiwan:* Shaxon International Ltd.

**Tung I Iron & Steel Co Ltd**

*Taiwan:* Shaxon International Ltd.

**THAILAND****The Sangkasi Thai Co Ltd (SKT)**

*Thailand:* Mitsui & Co (Thailand) Ltd (galvanized steel sheets) for Thailand.

**Sinthani Industry Co Ltd**

*Thailand:* Mitsui & Co (Thailand) Ltd (steel wire) for Thailand.

**Thai Special Wire Co Ltd**

*Thailand:* Sumitomo Corp Thailand Ltd (PC wire and strand) worldwide.

**Thai Steel Pipe Industry Co Ltd**

*Australia:* Blyth, Greene, Jourdain (Trading) Pty Ltd for Australia. *Thailand:* Sumitomo Corp Thailand Ltd (ERW pipes) for Middle East, Africa and other areas.

**Thailand Iron Works Co Ltd**

*Thailand:* Mitsui & Co (Thailand) Ltd (galvanized steel sheets) for Thailand.

**TURKEY****Borusan Boru Sanayii AŞ**

*Greece:* Anastase Leontiadis.

**UNITED KINGDOM****Aurora Steels Ltd**

Please see Edgar Allen Balfour Steels Ltd and Osborn Steels Ltd.

**Edgar Allen Balfour Steels Ltd** (*From Sept. 1, 1980, integrated with Osborn Steels Ltd to form Aurora Steels Ltd*).

*Australia:* Eagle & Globe Steel Ltd (high speed and tool steels) for Australia, New Zealand and Hong Kong. *Canada:* Samuel Osborn Canada Ltd. *Hong Kong:* Eagle & Globe Steel (Hong Kong) Ltd. *Pakistan:* Greaves Cotton & Co (Pakistan) Ltd. *Switzerland:* Schubarth & Co AG (alloy steels). *UK:* Wogen Resources Ltd (high speed and alloy tool steels) for China.

**Ben Bennett Jr. Ltd**

*Australia:* M. F. Tuck Agency Co (hardened and tempered strip) for Australia.

## PRODUCERS' AGENTS AND REPRESENTATIVES

**UNITED KINGDOM** (continued)**Bradley & Foster Ltd***Italy:* Cesare Pozzi SpA.**Bridon Wire Ltd***Finland:* Oy Kontino Ab. *New Zealand:*

Gilbert Lodge &amp; Co Ltd for New Zealand.

**Bright Steels Ltd***Israel:* Eng. J. S. Feingold (Technical Supplies) Ltd.**British Steel Corp (BSC)***Argentina:* Leng, Roberts & Cia (Ventas) SA (strip mill products); Somerfin Satic y F (steel tubes, tubular products and fittings). *Australia:* Norman W.Hutchinson & Sons Pty Ltd. *Austria:* K. König & Co Stahl-Rohre-Metalle (steel tubes, tubular products and fittings).*Barbados:* Leo Leacock & Co Ltd (all types of reinforcement) for Barbados, Windward and Leeward Islands (Caribbean). *Bermuda:* Pearman Watlington & Co Ltd (reinforcing bars and mesh, galvanized pipes, flat galvanized bars). *Chile:*William Holloway y Cia Ltda for Chile; Tecnagent (tubing). *Colombia:* Vilca Ltda (billets and semis; beams and joists; plates; reinforcing materials;

heavy sections; light sections and bars; wire rods; strip mills and tinplate products (shared with Wetton,

Flanagan); carbon, alloy and stainless steels; tyres, wheels and axles); Wetton, Flanagan Ltda (flat products). *Cyprus:*P. M. Tseriotis Ltd (steel tubes, tubular products and fittings). *Denmark:* British Steel Corp, Dansk RepræsentationsKontor. *Ethiopia:* Ethio Commerce & Engineering Co Ltd (steel tubes, tubular products and fittings). *Finland:* Oy

Mercantile Ab (wire rods; carbon, alloy and stainless steels; open die forgings); Rautakonttori Oy (steel sheets and

plates and narrow strip, steel tubes and pipes) for Finland. *France:* British Steel Corp (France) Sarl. *Grenada:* Bryden &Minors Ltd (steel tubes and fittings, hot finished rectangular hollow sections) for Grenada. *Greece:* The Eastern

Mediterranean Agencies Ltd (steel sheets, tinplate, strip, tubes, pipes, hollow sections, fittings) for Greece;

Antony L. Skender &amp; Co O.E. (exclusive agency for billets, bars and rods (commercial and special); plates;

sections; stainless (all products); light products (special wire, strip, etc.)). *Haiti:*Agences Fronlif SA. *Hong Kong:* ICI (China) Ltd (bars, angles and plates in steel; tinplate; blackplate; galvanized steel sheets; mild steel sheets; electrical steel sheets; stainless steel sheets and other products; rectangular and circular hollow sections; steel pipes; tubes and fittings; etc.). *India:* The Indian Tube Co Ltd (victaulic joints, Viking Johnson couplings and accessories).*Liechtenstein:* Éts Fortaco (Tubes Division for Hungary and Rumania), (Stainless Division for Rumania).*Malaysia:* Jardine Sandilands (Malaysia) Sdn Bhd (agent for all steel products) for Malaysia and Singapore. *Netherlands:*

Intermetaal BV (carbon, alloy and stainless steels; HR and CR narrow strip, rings and flanges); Merrem &amp; la Porte NV (clad steels) for Netherlands; Oving-

Diepeveen-Struycken NV (tubes from Corby works). *New Zealand:* British Steel Corp (NZ) Ltd; Steel & Tube New Zealand Ltd (Tubes division—steeltubes and fittings). *Philippines:* Ker & Co Ltd (steel tubes, tubular products and fittings) for Philippines. *Portugal:*Santos Mendonça Ltda. *Qatar:* Mannai Trading Co (steel tubes, tubular

products and fittings; handled by British Steel Tubes Export Ltd) for Qatar.

*Singapore:* Alpha Justin Metals Pte Ltd, sole agents for Singapore and Malaysia. *South Africa:* British Steel Corp (SouthAfrican Sales) (Pty) Ltd (all steel products). *Sweden:* British Steel Corp Svenska AB (sheets (CR, HR and

galvanized), plates, billets, wire rods, bars, stainless (sheets, plates, strip),

rectangular hollow sections, steel tubes, HR open sections, narrow strip) for Sweden. *Switzerland:* K. Grütter

Handels AG (strip mill products; billet, bar and rod products; general steel

products) for Switzerland; Jansen Ltd (sole importer of rectangular hollow

sections); Notz SA (steel tubes, tubular products and fittings); Schubarth &amp; Co AG (steel forgings and castings).

*Thailand:* Gerson & Sons Ltd (special steels division, etc.). *Turkey:* Celalettin Derviş Bükey ve Oğlu Ticaret Ltd Şti.*Uganda:* Mackenzie Technical Services Ltd (steel tubes, tubular products and fittings). *UK:* Bishopsgate Steels Ltd forYugoslavia; Daltrade Ltd (steel products excluding tubes) for Poland. *Uruguay:*

Carlos Rydstrom Garese.

**British Steel Corp (Exports) Ltd***Finland:* Oy Antares Ab (tinplate).



**PRODUCERS' AGENTS AND REPRESENTATIVES****UNITED KINGDOM** (*continued*)

*Guatemala:* R. T. Serrano Jr. (pipes & tubes). *Mexico:* Mexico Europa SA. *Pakistan:* Razasa Associates Ltd (strip mill products, plates, sections, stainless, billets, bars and rods, track products, forges, foundries and ring rolled products, railway materials) for Pakistan. *UK:* Norton, Megaw & Co Ltd.

**British Steel Corp (Tubes) Exports Ltd**

*Guatemala:* R. T. Serrano Jr./Serrano Asociados SA (pipes and tubes). *India:* The Indian Tube Co Ltd (steel tubes, tubular products and fittings, tubular products for the oil industry, steel tubes for high temperature service, thick-walled mechanical tubes, rectangular and square hollow sections, general purpose tubes). *Mauritius:* Dynamotors Ltd (steel tubes, tubular products and fittings). *Pakistan:* Razasa Associates Ltd for Pakistan. *Spain:* Hijo de Juan A. Kirkland. *Sri Lanka:* E. W. De Zoysa & Sons. *Trinidad:* Taurel & Co Ltd.

**Brymbo Steel Works Ltd**

*West Germany:* GKN International Trading (Europa) GmbH.

**Byard Kenwest Eng. Ltd**

*UK:* Davidson & Pearson (spirally welded large bore steel tubes and spiral pipe mills) for UK.

**Richd. W. Carr & Co Ltd**

*India:* Independent International (tool and alloy steel).

**Coated Metals Ltd**

*Sweden:* British Steel Corp Svenska AB (aluminized sheets) for Sweden. *UK:* Tramet (London) Ltd.

**Coghlan Bright Steel Ltd**

*Finland:* Oy Suomen Bofors Ab.

**Darlington & Simpson Rolling Mills Ltd**

*Denmark:* P. Funder & Son Ltd (hot rolled steel sections). *UK:* Daltrade Ltd for Poland; Davidson & Pearson (special HR and cold formed steel sections) for South East England.

**Doncasters Sheffield Ltd**

*Canada:* H. J. Skelton (Canada) Ltd (drop forgings, open die forgings, rolled rings) for Canada and (rolled rings) for Israel. *Netherlands:* C. D. van der Linden Staal BV (rings, forgings, drop forgings) for Netherlands.

**Ductile Steels Ltd**

*Sweden:* A. C. Åmark AB (CR/HR strip).

**Duport Steels Ltd**

*France:* F.D. Metals (France) SA for

France. *UK:* F.D. Metals Ltd for France and Spain; Primary Industries (UK) Ltd (sales to USSR).

**The Effingham Steel Works Ltd**

*India:* Independent International (CR steel strip).

**Fine Tubes Ltd**

*Netherlands:* C. Gust. Schröder (tubes) for Netherlands.

**Firth Brown Ltd**

*Netherlands:* Intermetaal BV (tool steels). *Portugal:* The Engineering Co of Portugal Lda (rolls and special steels). *UK:* Norton, Megaw & Co Ltd.

**Firth Cleveland Steel Strip Ltd**

*Australia:* Eagle & Globe Steel Ltd (steel strip) for Australia, New Zealand and Hong Kong. *Colombia:* Vilca Ltda (CR steel strip, tempered and hardened steel strip).

**Flather Bright Steels Ltd**

*Netherlands:* Intermetaal BV. *Norway:* Carl F. Hemsén A/S.

**GKN Group**

*Pakistan:* Guest, Keen & Nettlefolds in Pakistan Ltd.

**GKN Reinforcement Ltd**

*UK:* Ellis Steel Stockholders.

**GKN (South Wales) Ltd**

*West Germany:* GKN International Trading (Europa) GmbH.

**Hadfields Ltd**

*Canada:* H. J. Skelton (Canada) Ltd (HR alloy steel billets and bars) for Canada. *Colombia:* John Simon & Cia Ltda (special steels) for Colombia. *Egypt:* L.M.G. International Trade Corp Ltd. *West Germany:* Hernball & Co, GmbH & Co KG (alloy billets) for West Germany, Austria and Switzerland. *Guyana:* Guyana National Engineering Corp Ltd. *India:* Greaves Cotton & Co Ltd (forged steel rolls). *Irish Republic:* Plunkett Steel Co Ltd for Irish Republic. *Portugal:* Unilock Portuguesa Servicos Tecnicos Ltd. *UK:* Tramet (London) Ltd. *USA:* British Steel Co (alloy and carbon round cornered square billets). *Uruguay:* Carlos A. Nery Agencia.

**Ideal Tubes & Conduits Ltd**

*UK:* Davidson & Pearson (electrically welded mild steel tubes—rounds, squares, rectangles, conduit) for South East England.

**Johnson & Nephew (Ambergate) Ltd**

*Belgium:* European Metal Trade Co (Eumetraco) NV (steel wire and wire products). *Norway:* Carl F. Hemsén A/S.

## PRODUCERS' AGENTS AND REPRESENTATIVES

**UNITED KINGDOM** (continued)**Kiveton Park Steel & Wire Works Ltd**

*Australia:* Norman W. Hutchinson & Sons Pty Ltd (Hedex cold heading wires and cold drawn steel bars).

**Arthur Lee & Sons Ltd**

*Israel:* Eng. J. S. Feingold (Technical Supplies) Ltd.

**Lee of Sheffield Ltd**

*Denmark:* P. Funder & Son Ltd (bright drawn steel). *India:* TI & M Sales Ltd (steel strip and wire) for India.

*Luxembourg:* Precision Strip SA (precision rolled strip) for Benelux, Germany and Austria.

**Lee Steel Strip Ltd**

*UK:* Knight Strip Metals Ltd (stainless steel strip).

**London Coated Sheet Co**

*Denmark:* P. Funder & Son Ltd (zinc coated and leaded sheets).

**London Works Steel Co Ltd**

*Norway:* Carl F. Hemsén A/S.

**Metafoil Ltd**

*Netherlands:* Metalburg (super thin strip of stainless steel) for Netherlands.

**Monmore Tubes Ltd**

*Denmark:* P. Funder & Son Ltd (galvanized tubes). *Sweden:* C. A. Åmark AB (welded tubes, galvanized/Rilsan coated).

**Newmans Tubes Ltd**

*Sweden:* C. A. Åmark AB (welded and seamless tubes).

**Osborn Steels Ltd** (From Sept. 1, 1980, integrated with Edgar Allen Balfour Steels Ltd to form Aurora Steels Ltd).

*Canada:* Samuel Osborn Canada Ltd.

*Denmark:* Søren Høgh Ltd. *Egypt:* L.M.G. International Trade Corp Ltd.

*Finland:* Oy Julius Tallberg Ab. *Hong Kong:* Eagle & Globe Steel (Hong Kong) Ltd. *Italy:* Euracciai SpA. *Portugal:*

A. Black Comércio e Indústria Sarl. *Sweden:* C. A. Åmark AB (stainless steels and high speed and alloy tool steels). *UK:* Wogen Resources Ltd (high speed and alloy tool steel, stainless) for China.

**Wm. Oxley & Co Ltd**

*India:* TI & M Sales Ltd (stainless steel and high alloy forgings) for India. *UK:* Wogen Resources Ltd (forgings, castings) for China.

**Plated Strip (International) Ltd**

*Canada:* Solac Steel Ltd (plated steel strip) for Canada.

**Frank Pickering & Co Ltd**

*India:* Independent International (tool and alloy steel).

**Raine & Co Ltd**

*Denmark:* P. Funder & Son Ltd (hot rolled steel sections).

**John Rigby (Steel) Ltd**

*Belgium:* European Metal Trade Co (Eumetraco) NV (speciality wires, precision sections, sintered steel components). *Portugal:* Nogueira Ltda (wire).

**Rigidized Metals**

*Netherlands:* Intermetaal BV.

**Round Oak Steel Works Ltd**

*Canada:* Wirth Ltd (large round bars) for Canada. *India:* TI & M Sales Ltd (steel bars and sections) for India. *Sri Lanka:* Mackwoods Ltd. *USA:* British Steel Co (HR and cold finished alloy and carbon bar through 10½" dia.).

**Rylands Whitecross Ltd**

*Portugal:* Santos, Mouta Ltda (wire).

**Sanderson Kayser Ltd**

*Australia:* Sanderson Newbould (Australia) Pty Ltd; Southcott Pty Ltd (alloy tool steels for cold and hot work, silver steel, ground flat stock, bandsaw blading, circular saw blanks, forgings, etc.) for South Australia. *India:* United Industrial Corp (Agencies) Pvt Ltd. *South Africa:* Sanderson Newbould (S.A.) (Pty) Ltd (tool steels) for South Africa.

**Sheerness Steel Co Ltd**

*France:* F.D. Metals (France) SA for France. *UK:* Adria Trading Co (all products) for Jamaica; F.D. Metals Ltd for France. *USA:* British Steel Co (reinforcing bars, engineering quality bars and wire rods).

**Spartan Redheugh Ltd**

*India:* Independent International (special steel plates, etc.). *Irish Republic:* Steel & Engineering Supplies Ltd (Red Diamond wear resistant steel plates).

**Spencer Clark Metal Industries Ltd**

*West Germany:* Bernd Hilgenberg, Edelstahl-Agentur (rolled and forged bar-material, forgings in super alloys). *Greece:* G. Gelvaris Technical Agencies (special steel products, forgings, rolled sections) for Greece. *UK:* Tramet (London) Ltd.

**TI**

*West Germany:* Dam Stahl-Handels-gesellschaft mbH (hollow bars in stainless steel) for Germany. *Indonesia:* PT Technido Imports (tubes). *Netherlands:* BV Tistim. *Switzerland:*

## PRODUCERS' AGENTS AND REPRESENTATIVES

## UNITED KINGDOM (continued)

Damstahl AG (hollow bars in stainless steel) for Germany.

**TI Chesterfield Ltd**

*Denmark:* Stavanger Staal A/S (seamless stainless steel tubing).

**TI (Export) Ltd**

*Belgium:* SA Aciers Sidero Stalen NV (tubular products from TI Steel Tube Division). *India:* TI & M Sales Ltd (seamless steel tubes) for India. *Mexico:* Aceros Assab de México SA de CV (hollow bars). *Pakistan:* Greaves Cotton & Co (Pakistan) Ltd. *Portugal:* The Engineering Co of Portugal Lda (all products except stainless steel tubes). *UK:* Daltrade Ltd (steel tubes) for Poland.

**TI Stainless Tubes**

*Portugal:* A. Johnson & Co (Portugal) Lda (stainless steel seamless tubes).

**Tinsley Wire (Sheffield) Ltd**

*Colombia:* Vilca Ltda (low and high carbon wire, flattened wire, wire products). *Malaysia:* General Resources Agency Sdn Bhd (galvanized wire and wire products) for Singapore and Malaysia.

**Willan Metals Ltd**

*UK:* Wogen Resources Ltd (high temperate vacuum and air alloys) for China.

## UNITED STATES

**Acme Tube Corp**

*UK:* Atlas Alloys Ltd.

**Al Tech Specialty Steel Corp**

*USA:* A-L Industries Export Corp (stainless bars, wire, tubing).

**Allegheny Ludlum Steel Corp**

*USA:* Philipp Overseas Inc.

**Armco Inc**

*Abu Dhabi:* Technial Parts Co. *Finland:* Oy Algot Ab (special steel products).

*Singapore:* The Borneo Co Pte Ltd.

**Atlantic Wire Co**

*UK:* Kurt Orban (UK) Ltd.

**Bethlehem Steel Corp**

*Spain:* Hispacomin—SA Hispano Americana de Comércio Internacional (all steel products) for Spain.

*Switzerland:* Demierre & Cie SA.

**Bethlehem Steel Export Corp**

*Belgium:* Sepulchre Frères & Cie SA (sole agents for Belgium and Luxembourg). *Brazil:* Caemi

Internacional SA for Brazil and Argentina. *Colombia:* C. E. Halaby & Co Ltd for Colombia. *El Salvador:* Charles F. Rich & Co. *France:* Bernard Pfrunder et Associés Sarl for France. *Italy:* Dr. Franco Magrini (alloy and carbon bars, forgings, industrial fasteners, semis, sheet mill products, plates, tin mill products, rails and accessories, structural shapes, reinforcing bars and piling, tool steel, etc.) for Italy, etc. *New Zealand:* Dalgety New Zealand Ltd for New Zealand. *Venezuela:* Representaciones Baethge Srl.

**CarTech—Carpenter Technology Corp**

*West Germany:* Robert Zapp Vertriebsgesellschaft mbH & Co KG (specialty stainless steels).

**C F & I Steel Corp**

*Venezuela:* Venamer-Ofimersa SA.

**Copperweld Corp**

*Sweden:* Heléns Rör AB for Scandinavia.

**Eastern Stainless Steel Co**

*USA:* Philipp Overseas Inc (stainless steel) worldwide.

**Interlake Inc**

*Taiwan:* Paulin Co Ltd.

**International Alloy Steel Co**

*Irish Republic:* Steel & Engineering Supplies Ltd (alloy steel plates).

**Jones & Laughlin Steel Corp**

*UK:* Eurosteel Products Ltd.

**McLouth Steel Corp**

*Switzerland:* Erlanger Commercial Corp SA.

**Northwestern Steel & Wire Co**

*Puerto Rico:* Mendez & Co Inc for Puerto Rico, Virgin Islands and the Caribbean.

**Republic Steel Corp**

*Australia:* M. F. Tuck Agency Co (various items including Triply) for Australia.

*Bolivia:* Cosin Ltda—Cía de Servicios Internacionales Ltda for Bolivia. *Brazil:* Brasvit Comércio, Importação e Exportação Ltda (stainless steel tubes, pipes, bars, sheets). *Chile:* Wemin y Cia Ltda. *Costa Rica:* Guillermo García & Cía Ltda. *West Germany:* Hans C. Lötscher GmbH (all products but mainly speciality stainless steel items for West Germany). *India:* Ahmed A. Fazalbhoy (Pvt) Ltd (stainless steel sheets, HR and CR steel sheets, strip, mechanical steel tubes, tinplate, etc.) for India. *Mexico:* Promexa Metales SA. *Netherlands:* Metaalmaatschappij Van Houten BV.

## PRODUCERS' AGENTS AND REPRESENTATIVES

**UNITED STATES** (continued)

*Pakistan:* N. K. Gazder & Co for Pakistan. *Puerto Rico:* Mendez & Co Inc for Puerto Rico, Virgin Islands and the Caribbean. *Saudi Arabia:* Bankhar International Corp (all products) for Jeddah, Riyadh (Saudi Arabia). *Sudan:* Al Magboul Bros. Corp Ltd. *Surinam:* NV Parimex. *UK:* Tower Steel Ltd (all products). *Uruguay:* Carlos Rydstrom Garese.

**Sandvik Steel Inc**

*Japan:* Sandvik Japan KK (electrodes).

**Sharon Steel Corp**

*Australia:* M. F. Tuck Agency Co (high carbon strip and sheet) for Australia.

**Somers Thin Strip**

*West Germany:* Metallinox Handelsgesellschaft mbH.

**Superior Tube Co**

*West Germany:* E. A. Giessen GmbH & Co KG (precision tubing and sections in stainless steel and special alloys).

**Swepeco Tube Corp**

*UK:* Atlas Alloys Ltd.

**Teledyne Rodney Metals**

*UK:* Knight Strip Metals Ltd (stainless steel, carbon steel, etc.).

**Thinsheet Metals Co**

*UK:* Kurt Orban (UK) Ltd (alloy stainless steels, etc.).

**Tremont Nail Co**

*Puerto Rico:* Mendez & Co Inc for Puerto Rico, Virgin Islands and the Caribbean.

**Trent Tube, Division of Colt Industries**

*India:* United Industrial Corp (Agencies) Pvt Ltd.

**United States Steel Corp**

*Canada:* United States Steel International of Canada Ltd. *UK:* Bishops-gate Steels Ltd for Rumania. *USA:* The R. H. Pines Corp (pipes).

**United States Steel International Inc**

*Australia:* Norman Hutchinson & Sons Pty Ltd (carbon and alloy steel in all forms). *Finland:* Oy Julius Tallberg Ab. *Norway:* Thorleif Arneberg & Co A/S. *Uruguay:* Borimont Representaciones Ltda (stainless steel, wire rods, tinplate, steel sheets, etc.).

**United States Steel Western Hemisphere Inc**

*Dominican Republic:* Buñols & Co, C por A.

**Wheatland Tube Co**

*Bolivia:* Cosin Ltda—Cía de Servicios Internacionales Ltda for Bolivia.

**Wheeling-Pittsburgh Steel Corp**

*USA:* The R. H. Pines Corp (pipes).

**USSR****V/O Promsyrioimport**

*Belgium:* Chemimetal SA (tubes). *UK:* Harlow & Jones Ltd (all rolled steel products) for UK.

**YUGOSLAVIA****11 Oktomvri Tube Works**

*Yugoslavia:* Tehnometal-Makedonija.

**Rudnici i Zelezara Skopje**

*Yugoslavia:* Tehnometal-Makedonija.



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# Late Notes

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## Nissho Iwai Corp

**Note:** from July 1980 company name changed from Nissho-Iwai Co Ltd to Nissho Iwai Corp. This is effective worldwide.

## Belgium

### Philipp Bros. Belgium SA

**Head office:** Avenue Louise 326, Bte. 41, B 1050 Brussels. **Tel:** 640 55 00. **Telex:** 21622. **Cables:** Phibrobelg Brussels.

**Management:** Peter Klinké (managing director). **Established:** 1958. **Ownership:** Philipp Bros., Division of Engelhard Minerals & Chemicals Corp†, USA.

**Activities:** Worldwide export of iron and steel products.

**Products handled:** Semis, flat rolled and long products, wire rods and tubular products.

**Members of:** Assn. Belge des Négociants Exportateurs, Importateurs (ABNEI); Bourse Industrielle de Belgique (Brussels Bourse).

### Steel Trading (Belgium) NV

**Head office:** 4 Nationalestraat, B 2000 Antwerp. **Tel:** Antwerp 313610 and 313619. **Telex:** 33781.

**Management:** Leslie Brown. **Trading personnel:** Leslie Brown, Gilles Triest. **Established:** 1980. **Capital:** BFr 1,250,000. **Ownership:** Private. **Subsidiary & associates:** Associated—Parliament Steel Trading Ltd, London (international trading of all steel products).

**Activities:** All aspects of international steel trading.

**Products handled:** All steel products, especially rebars and strip mill products. Areas covered: Europe, South America, Middle East.

## Brazil

### Cibranox Aços e Metais Ltda

**Head office:** Rua Visconde de Parnaíba 766, São Paulo. **Tel:** 278 3622. **Telex:** 011 31830. **Cables:** Metalnox.

**Activities:** Import, trade; distribution and representation—stainless steel, non-ferrous metal semis.

### Interferro SA

**Head office:** Rua Silva Vale 890-910, 21370 Cavalcanti, Rio de Janeiro. **Tel:** 2493327. **Telex:** 2123463.

**Management:** Eduardo Prado (president), Luciano A. Soares (director), Mario Natlacen (director). **Established:** 1970. **Capital:** CR\$45 million.

**Activities:** Import/export; stocks carried.

**Products handled:** Steel products include plates, sheets, coils, steel bars, tubes, mechanical tubes, black tubes, steel plates for mechanical construction.

## LATE NOTES (continued)

# Canada

**Akstel Inc** (Changes effective 1st September, 1980.)

**Head office:** PO Box 1555, Station A, Longueuil, Que. J4H 3Z9. **Tel:** 514 527 9171. **Telex:** 05 268516.

**Management:** Arno Kahn (president), Myer Deitcher (vice president). **Capital:** C\$100,000. **Ownership:** See management.

**Activities:** Import/export agency, no inventories.

**Products handled:** All steel and scrap.

# France

**Éts A-P. Landowski-Samis**

**Head office:** 64 Rue de Rome, F 75008 Paris. **Tel:** 522 55 33, 292 03 03. **Telex:** 650434.

**Management:** A-P. Landowski (president general manager), E. Jortner (general manager), J. Obregon (export manager). **Established:** 1953. **Capital:** Fr 510,000.

**Activities:** Export/import.

**Products handled:** Pig iron, ingots, semis, plain and deformed reinforcing bars, merchants bars, joists and channels, HR and CR sheets, medium/heavy plates, galvanized sheets, welded and seamless pipes, light construction tubes, special steels. All main overseas markets.

**Valor—Sté de Vente d'Aciers Lorraine**

**Address:** 17 Rue de Surène, F 75008 Paris.

# West Germany

**EBG Elektroblech Gesellschaft mbH**

**Head office:** Castroper Strasse 228, D 4630 Bochum 1. **Tel:** 02 34 614 1. **Telex:** 0825823 ebg d. **Cables:** EBG Bochum.

**Management:** Rolf Müller. **Trading personnel:** Domestic—Werner Brandau, Hartwig Brügger. Overseas—Ernst Schober, Joachim Klinkhardt. **Established:** 1967.

**Capital:** DM 100,000. **Ownership:** Thyssen AG, West Germany (50%). Otto Wolff AG, West Germany (50%).

**Activities:** Trading/sole selling agency of Stahlwerke Bochum AG (SWB), West Germany.

**Products handled:** Non-oriented electrical steel sheets.

**Companies represented on agency basis:** Stahlwerke Bochum AG (SWB), West Germany.

**Hanseatische Metallhandelsgesellschaft mbH**

**Head office:** Ballindamm 35, D 2000 Hamburg 1. **Tel:** 32 18 85. **Telex:** 21 28 62. **Cables:** Hansemetall.

**Management:** Werner Kypke and Paul Schweizer (executive directors). **Trading personnel:** Helmut Fuerstenau. **Established:** 1968. **Ownership:** Private.

**Activities:** Import/export of iron and steel products.

**Products handled:** Pig iron; ingots; billets; slabs; reinforcing bars; wire rod; HR, CR and galvanized flat products (sheet and coil); plates; sections and beams; pipes. Also non-ferrous metal products, etc.

**LATE NOTES** (continued)**West Germany** (continued)**Heinr. Albert Heinen GmbH** (Changes effective 1st July, 1980.)

**Management:** H. Bert Heinen and Manfred Baumann (managing directors). **Trading personnel:** Friedrich W. Beck, Egon Wilms. **Ownership:** H. Bert Heinen; Ursula Heinen; Festag AG.

**Mannesmann Handel AG**

**Head office:** Niederkasseler Lohweg 20, D 4000 Düsseldorf 11 (PO Box 5502, D 4000 Düsseldorf 1). **Tel:** 0211 598 1. **Telex:** 08585801. **Cables:** Mannexport.

**Management:** Board chairman—Kurt Naumann. Board members—Berndt Hille, Ernst Hoehner, Hanno Kerner, Gottfried Noelle, Hasso von Poser. **Established:** 1970.

**Capital:** DM 60 million. **Ownership:** Mannesmann AG, West Germany (100%).

**Subsidiary & associates:** Domestic—Defrol GmbH, Essen; Hansen Neuerburg GmbH, Essen; Mannesmann Edelstahl GmbH, Solingen; Eduard Michels GmbH, Essen; Stahlkontor Hahn GmbH†, Ratingen. International—Comptoir des Fers et Métaux SA, Luxembourg; Le Cerf et Bachelet SA, La Courneuve, France; Mannesmann Industries SA, Paris; Mannesmann Nederland BV, Fijnaart, Netherlands; Mannesmann Handel Ges.mbH, Austria; Mannesmann Supplies & Services Ltd†, London; Mannesmann Sverige AB, Stockholm; Mannesmann Pipe & Steel Corp, Houston, USA; Mannesmann International Alloys Inc, Texas, USA; Méquisa SA, Hagondange, France; SA Mannesmann Import-Export NV†, Brussels; Sté Immobilière Vaillant Couturier SA, La Courneuve, France; Mannesmann Venezolana SA, Caracas; Mannesmann Italiana SpA, Milan; Polarputki Oy, Helsinki; Mannesmann Handel AG†, Zürich.

**Activities:** Import/export/stocks.

**Products handled:** Steel tubes, other steel products, fuel.

**Companies represented on agency basis:** Mannesmannröhren-Werke AG, West Germany.

**Carl Spaeter GmbH**

**Address:** Moorfleeter Strasse 40, Postfach 740940, D 2000 Hamburg 74. **Tel:** 040 73371. **Telex:** 0214294 sphh d. **Cables:** Eisenspaeter Hamburg.

**Steel Partners Stahl- und Metallhandelsgesellschaft mbH & Co KG**

**Head office:** Grafenberger Allee 151, PO Box 3429, D 4000 Düsseldorf 1. **Tel:** 0211 678007. **Telex:** 08586 413 stp.

**Management:** Willi Wiechers (managing director). **Established:** 1971. **Capital:** DM 1,500,000.

**Activities:** International steel trading, import/export.

**Products handled:** Semis, coils and strip, sheets, medium and heavy plates, flame cut plates, sections, merchant bars, wire rods.

# Hong Kong

**Burwill Trading Ltd** (Change of address, effective 1st October, 1980.)

**Head office:** 12th Floor, Printing House, 6 Duddell Street, Hong Kong. **Tel:** 5 245131-6.

**Trading personnel:** Jove Wu, Norman Chan, Andy Ming, Charles Chiu, Alfred Ching and Frankie Chan. **Subsidiary & associates:** Burmetals Inc†, Philippines; Burwill (S) Pte Ltd, Singapore; Burwill Trading, Taipei. Liaison office and permanent representatives in Jakarta and Bangkok.



**LATE NOTES** *(continued)*

# Israel

**Itzhak Gattegno Ltd**

**Head office:** 218 Hayarkon Street, Tel-Aviv 63405. **Tel:** 03 224176. **Telex:** 342157 igatt il. **Cables:** Igatt Telaviv.

**Activities:** Import/export, mainly on agency/commission basis—steel including semis and non-ferrous metals.

**Menahem I. Gattegno & Son Ltd**

**Management:** Itzhak Gattegno (director) has resigned.

**Pecker Plada Ltd**

**Head office:** 17 Hasharon Street, Tel-Aviv. **Tel:** 03 337951. **Telex:** 33891. **Cables:** Peckerplad.

**Activities:** Distributor and agency. Processor of flat products, cold drawn bars, hoop, etc.

# Italy

**Harlow & Jones Italia SpA**

**Head office:** —Via Carducci 12, I 20123 Milan. **Tel:** 874941, 875146. **Telex:** 333441 harlow i. **Cables:** Harjones Milan.

**Management:** Lino Battaglia (managing director). **Established:** 1976. **Capital:** Lire 50 million.

**Activities:** Imports of steel products into Italy; exports of steel products (from Italian producers) to various countries throughout the world.

**Products handled:** All steel items in general (semis, flat rolled, merchants bars, profiles, etc.).

**Intersteel & Metals Srl**

Change of address: **Head office:** Via S. Clemente 1, 120122 Milan. **Tel:** 8053028, 8052114, 876765. **Telex:** 316041 steel i.

# Japan

**Itoman & Co Ltd**

Change of address: Sumitomo Seimei Building, 1-30 Minami-Aoyama 3-chome, Minato-ku, Tokyo 107. **Tel:** 03 478 9187 (information), 03 478 9141 (iron and steel department). (Telex and cables remain unchanged).

# South Korea

**Kumho & Co Inc**

**Head office:** Samsung Building, 50 Eul Chi-Ro, 1-Ka, Choong-Ku, Seoul. **Tel:** 771 71. **Telex:** 27321, 26204, 24497. **Cables:** Kumhoinc Seoul.

**Management:** Chairman—I. C. Park. Vice chairman—S. Y. Park. President—S. K. Park. Vice president—K. W. Choi. Directors—H. I. Shin, N. J. Kang, J. B. Han, I. H.

**LATE NOTES** (continued)**Kumho & Co Inc** (continued)

Kim, J. S. Yoon, Y. H. Cho. **Trading personnel:** Director—T. H. Kim. Manager—T. S. Hahm. Assistant managers—C. S. Lee, J. S. Park, Y. S. Tchoi, J. H. Kim, B. S. Song, W. W. Lee. **Established:** 1972. **Capital:** US\$11 million. **Ownership:** I. C. Park (chairman); S. Y. Park (vice chairman); S. K. Park (president). **Subsidiary & associates:** Kwangju Highway Lines Inc (transportation), Gwangju Investment & Finance (finance), Kumho Construction & Engineering Inc (construction and engineering), Kumho Tire & Rubber Inc (tyre manufacturing), Korea Synthetic Rubber Ind. Co Ltd (rubber), Mobil Korea Lube Oil Ind. Inc (oil), Kumho Electric Inc (electric goods), Kumho Industries Inc (steel mill), Kumho Chemicals Inc (chemical products manufacturing), Kumho Textiles Inc (textile products manufacturing), Kumho Foundation (culture), Jukho Foundation (education). **Branches:** Osaka, Tokyo, Hong Kong, Singapore, Bangkok, Tehran, Dubai, Kuwait, Jeddah, London, Paris, Sydney, Amsterdam, Frankfurt, Stockholm, Milan, Los Angeles, New York, Chicago, Houston, Toronto, Panama, Caracas, Monrovia (Liberia). Branches also include Kumho Japan Inc (steel products for Japan), Kumho Germany GmbH (steel products for Germany, Africa, Middle East), Kumho UK Ltd† (steel products for UK, Africa, Middle East), Kumho Canada Inc (steel products for Canada), Kumho USA Inc (steel products for USA, South America).

**Activities:** Holding Company of Kumho group. International trader, authorised by Korean government; dealing in various kinds of merchandise, export and import business. Stocks carried in Korea.

**Products handled:** Various steel products for all over the world. Also automobile tyres, electric and electronic goods, chemicals, batteries, textile products, etc.

**Members of:** Korea Steel Traders Assn.

## Mexico

### British International Steel SA

**Head office:** Niza 22, Primer piso, México 68, DF. **Tel:** 905 514 06 09. **Telex:** Send to British Steel Co, Los Angeles 68 6267 Britishsti Lsa.

**Management:** Alfredo G. Robinson (presidente del consejo de administracion), Robert E. Lloyd (vice presidente del consejo de administracion), William Bolton (vice presidente), Stephen R. Smith (gerente de ventas), Peter Lloyd (ventas internacionales).

**Trading personnel:** Horacio Garcia Corral (Monterrey, N.L. Mexico). **Established:** 1959. **Ownership:** British partners (49%). Mexican partners (51%). **Subsidiary & associates:** Associated—British Steel Cot, California, USA (steel mill agents, importers and exporters of steel products). **Branches:** Ave. Gonzalitos Sur 280-C, Monterrey, Nuevo Leon (attn. Horacio Garcia Corral).

**Activities:** Import and export of steel mill products.

**Products handled:** Carbon, alloy, stainless, tool and high speed steel billets, plates, sheets and bars; carbon, alloy and stainless steel pipe, fittings, valves and tubes; fabricated structural steelwork for civil, commercial and industrial projects; process plant for metallurgical, mining, environmental, food and fertiliser industries; open web steel joist and joist girders; reinforcing steel, wire mesh, wire rods; plain structural steel angles, beams and channels; steel sheet piling and bearing piles; anchor bolts, fasteners, nuts, bolts and washers.

**Companies represented on agency basis:** Duport Iron & Steel Co, UK (carbon and alloy billet and bar); S. W. Farmer Group Ltd, UK (fabricated structural steelwork); Newell Dunford Engineering, UK (process plant); Osborn Steels Ltd, UK (tool and high speed steels); Round Oak Steel Works Ltd, UK (carbon and alloy billet and bar); Sheerness Steel Co Ltd, UK (reinforcing steel, wire rods); Tex-Ark Joist Co, USA (open web steel joists and joist girders).

## Netherlands

### Axel Johnson Buizen BV/v/h Roestvrij Handel Mij BV

Change of address: Vossenbeemd 109-111, Postbus 3055, 5700 JD Helmond. **Tel:** 0 4920 46555. **Telex:** 59208 a j b nl.

## LATE NOTES (continued)

# Spain

## Ceitex SL (Additional information)

**Management:** Francisco Gimeno (director), Luis Ferrer (managing director). **Established:** 1973. **Ownership:** See management. **Subsidiary & associates:** Associated companies and agents in France, Italy, Switzerland, Morocco and Iran.

**Products handled:** Billets, reinforcing bars (plain mild steel and high yield deformed), equal angles, joists, channels and broad flange beams, wire rods, HR and CR sheets and coils, welded and seamless steel pipes, wire mesh, special steel. Main areas covered: Morocco, Cameroon, Senegal, Congo, Ivory Coast, Middle East countries, Iran.

# Taiwan

## Harry Cheng

**Head office:** 18-4 Lane 286, Loung Chiang Road, Taipei. **Tel:** 02 531 8808. **Telex:** 28068 hach. **Cables:** Hach Taipei.

**Management:** Harry Cheng (representative for steel products, Taiwan area). **Ownership:** Private.

**Activities:** Import/export agency.

**Products handled:** Re-rolling materials, HR and CR products, electrical steel, tinmill products, prepainted steel, galvanized steel.

**Companies represented on agency basis:** Titan Industrial Corp, USA for the products listed above.

# United Kingdom

## Burwill (UK) Ltd

**Address:** 195 Knightsbridge, London SW7 1RQ. **Tel:** 01 584 6568. **Telex:** 892533. **Cables:** Burmetal SW7.

## Comco Export Ltd

**Head office:** 167 Bickenhall Mansions, Baker Street, London W1H 3DF. **Tel:** 01 486 1342. **Telex:** 267886. **Cables:** Comcox London W1.

**Management:** Ben Nowman (export director), Mansure Nowman (purchasing manager), M. Jamieson (financial and managing director). **Trading personnel:** See management. **Established:** 1973. **Capital:** £10,000. **Subsidiary & associates:** Chemsteel Ltd.

**Products handled:** Iron and steel products, all types; non-ferrous metals. Export market areas covered: Middle East, East and West Africa, North Africa, Pakistan, India, Sri Lanka.

## Kumho UK Ltd

**Address:** M35-37 Victoria House, Southampton Row, London WC1B 4DR. **Tel:** 01 405 8576, 01 405 2067. **Telex:** 28727 kumho g. **Cables:** Kumho London WC1.

**Management:** I. H. Kim (managing director), M. S. Kim (director). **Trading personnel:** M. S. Kim (UK, African countries, Middle East). **Established:** 1973. **Capital:** £20,000. **Ownership:** Kumho & Co Inc, South Korea. **Subsidiary & associates:** See entry for Kumho & Co Inc, South Korea. **Branches:** See entry for Kumho & Co Inc, South Korea.

**Activities:** Importer/exporter.

**Products handled:** Various steel products. Also automobile tyre and tube, batteries, electronic goods, chemicals, sports and leisure goods, medical equipment, etc.

**LATE NOTES** (continued)**United Kingdom** (continued)**Wilhelm Leber (Steel) Ltd**

**Head office:** 94 Park Lane, London W1Y 3TA. **Tel:** 01 499 4832. **Telex:** 22195. **Cables:** Lebersteel.

**Activities:** Import/export. All rolled steel products, primes and seconds, covering European Economic Community and Far East.

**Staalhandel Lubeck (UK) Ltd**

**Head office:** 4 Commercial Way, Woking, Surrey, GU21 1ET. **Tel:** 048 62 22428-9.

**Management:** R. J. Trueman (managing director). **Established:** 1980. **Ownership:** UK subsidiary of Staalhandel Lubeck BV, Netherlands. **Subsidiary & associates:** Aberdeen Steel Trading Co Ltd (warehouse/distributor).

**Activities:** Import/export, distributors and suppliers.

**Products handled:** Fittings and flanges in carbon steel, low temperature steel, stainless, alloy steel and special alloys.

**M.E.T. Steel Ltd**

**Head office:** Hydepark, Mallusk, Co. Antrim, Northern Ireland, BT36 8LU. **Tel:** Glengormley 7311. **Telex:** 747295.

**Management:** Roy McMahon (managing director), Stanley Colville (sales director), Ken Wake (purchasing director), Michael Hopper (company accountant). **Trading personnel:** John Caghey (sales manager), Henry Marron (stocks and purchasing manager), Jim McFadden (works and transport manager). **Established:** 1977. **Capital:** £10,000. **Ownership:** Wholly-owned subsidiary of Maurice E. Taylor Merchants Ltd, Northern Ireland. **Branches:** UK branch office and shearing works—Progress Works, Hanover Road, Broadheath Industrial Estate, Altrincham, Cheshire (Tel: 061 941 2578-9. Telex: 668167).

**Activities:** Steel stockholders, decoilers, shearers and processors. Importing steel from Continent of Europe. Exports to S. Ireland. Main area of trade is N. Ireland.

**Products handled:** All classes of steel plate and sections, except stainless steel.

**Parliament Steel Ltd**

**Head office:** Kingswell, 58-62 Heath Street, London NW3 1EN. **Tel:** 01 431 0565. **Telex:** 25479. **Cables:** Parlsteel.

**Management:** R. H. Lever (managing director). **Trading personnel:** Robert Lever, Howard Rees, Richard Paterson, Kevan Leatherbarrow (northern office, tubes). **Established:** 1980. **Capital:** £100,000. **Ownership:** Private. **Subsidiary & associates:** Parliament Steel Trading Ltd, London (see above address) (international trading of all steel products). **Branches:** Northern office—Leigh, Lancs. (Tel: 0942 602702).

**Activities:** All aspects of international steel trading; stocks held of tubes and hollow sections.

**Products handled:** All steel products, but especially strip mill products and tubes. Areas covered: UK, West Europe, South and North America, Far East.

**Steel Plate & Sections Ltd**

**Head office:** Mill House, 38 George Road, Birmingham B15 1PL. **Tel:** 021 454 7191. **Telex:** 338773.

**Management:** Directors—R. J. Robbins (chairman and managing), D. Garnet-Walker (technical), J. J. Robbins (financial and company secretary), J. R. Jelfs (commercial). Managers—P. D. Brampton (sales development, offshore oil), R. N. Moore (sales development, marketing), S. Q. Robbins (shapes and profiles, rolled sections), J. W. Statham (construction, contracts), J. B. M. Hargreaves (quality control and inspection), D. Lindsay (Scottish depot). **Established:** 1965. **Capital:** Authorised: £125,000. Issued: £100,000. **Ownership:** Private. **Branches:** Depots—Tipton and Smethwick, West Midlands; Motherwell, Scotland.



**LATE NOTES** *(continued)***United Kingdom** *(continued)***Steel Plate & Sections Ltd** *(continued)***Activities:** Steel stockholders and processors; import/export.**Products handled:** High yield strength weldable structural steels—sheets, plates, rolled sections/shapes, flat round and square bars. All supplied with full steel mills' certificates with Lloyds register and DNV endorsements.**Members of:** Council of British Manufacturers of Petroleum Equipment, ABOL, Birmingham Chamber of Commerce & Industry, West Midlands Productivity Assn.

## United States

### Amcan Specialty Steels Inc

**Head office:** 1215 Livingston Avenue, PO Box 1825, North Brunswick, NJ 08902.**Tel:** 201 247 6462. **Telex:** 642867 amcan nbru.**Management:** Edward M. Delorme (vice president and general manager), Thomas R. Taylor (vice president). **Trading personnel:** See management. **Established:** 1980.**Ownership:** Diversified Stainless Steel of Canada Ltd† (60%), Edward M. Delorme (30%), Thomas R. Taylor (10%).**Activities:** Import/export, primarily stainless flat rolled and bar products; stocks carried, range 1,000 to 2,000 tons. Imports worldwide.**Products handled:** Stainless steel flat rolled and bar products. Market areas covered: USA and Canada.

### Firth Cleveland Steels Inc

Change of address: 1133 Avenue of the Americas, Suite 3300, New York, NY 10036.

**Tel:** 212 944 9400. (Telex and cables remain unchanged.)

### Harlow & Jones (Chicago) Inc

**Head office:** Prudential Plaza, Suite 2301, Chicago, IL 60601. **Tel:** 312 565 1960.**Telex:** 285344. TWX 910 221 1112. **Cables:** Harlojones.**Management:** Michael D. Macready (president). **Trading personnel:** Jay De Bradley, Del Strohsehein. **Established:** 1978. **Ownership:** Private. **Subsidiary & associates:** The Harlow & Jones group.**Activities:** Import, export and third country trade.**Products handled:** Prime steel—semi-finished, flat rolled, plates, rebars and long products. Secondary steel, rerollable and scrap.**Members of:** Institute of Scrap Iron & Steel.

### Kemeny Overseas Products Co

**Head office:** 332 South Michigan Avenue, Chicago, IL 60604. **Tel:** 312 663 5161.**Telex:** 25 4458 and 190109. **Cables:** Kegar.**Management:** André Gabor (president), Andrew Messinger (vice president). **Trading personnel:** Albert Elkaim, David Filkins. **Established:** 1946. **Capital:** \$600,000.**Activities:** Export and transit trade; occasionally import. Stocks carried.**Products handled:** Tinplate, blackplate, tinfree steel, CR and HR steel sheets, galvanized sheets. Primes and secondary grades.

### Maurice Pincoffs Co

**Head office:** Box 10919, Houston, TX 77018. **Tel:** 713 6815461. **Telex:** 762382.**Cables:** Pincoffs Houston.**Management:** John I. Griffin (president). **Established:** 1880.**Activities:** Representative and distributor.**Products handled:** Steel products.**Companies represented on agency basis:** Including Iscor, South Africa covering the Southern USA.

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